

FALL ANNOUNCEMENT NUMBER

THE Publishers' Weekly

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The American BOOK TRADE JOURNAL

Published by R. R. Bowker Co. at 62 West 45th Street, New York

R. R. Bowker, President and Treasurer; J. A. Holden, Secretary

Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, \$6.00; Zones, 6-8, \$6.50; Foreign, \$7.00.

English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C. London.

VOL. XCVIII.

NEW YORK, SEPTEMBER 25, 1920

No. 13

PUBLISHED THIS WEEK

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Index to advertisers on page 817



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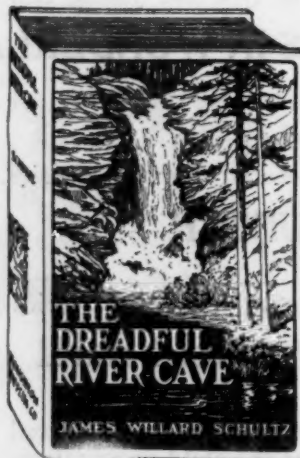
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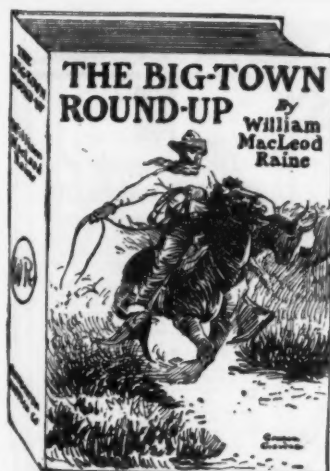
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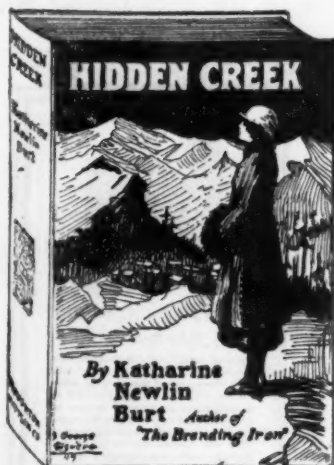
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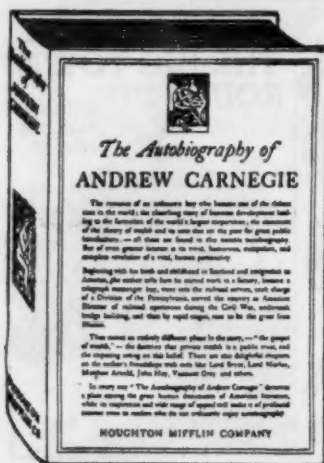
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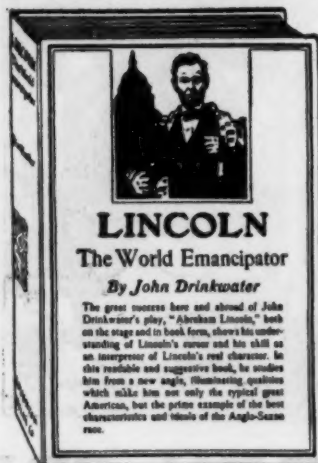
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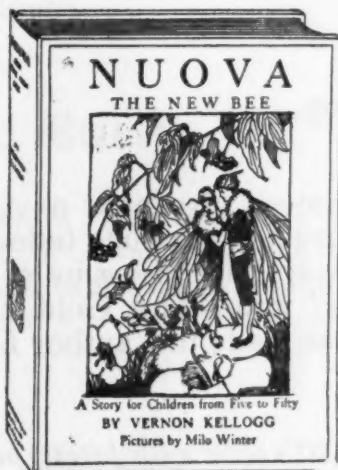
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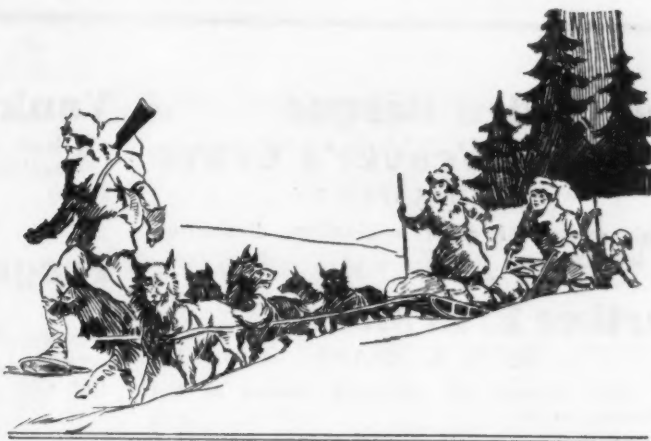
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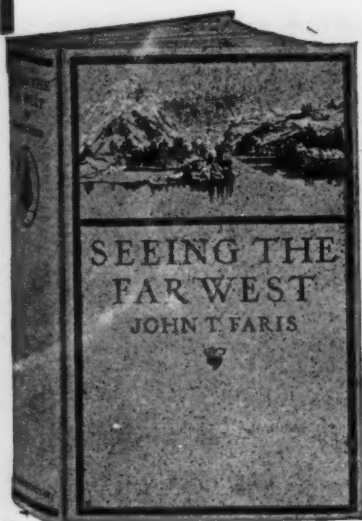
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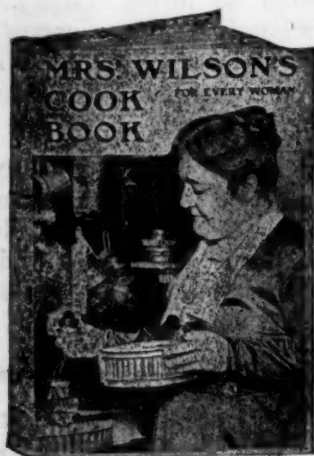
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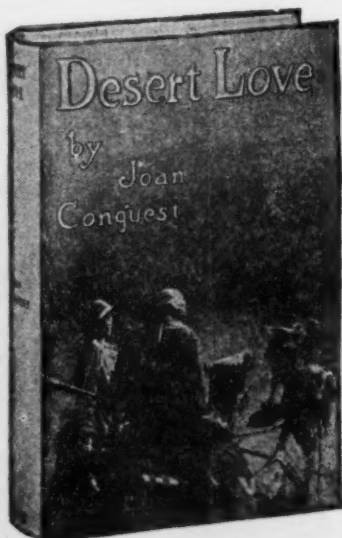
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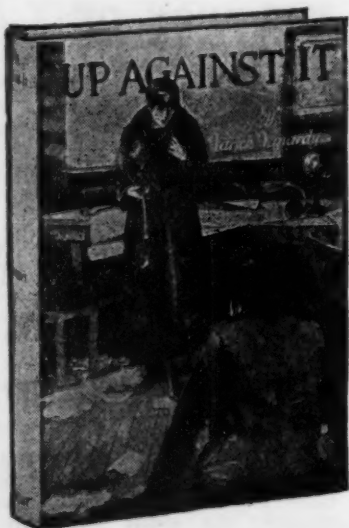
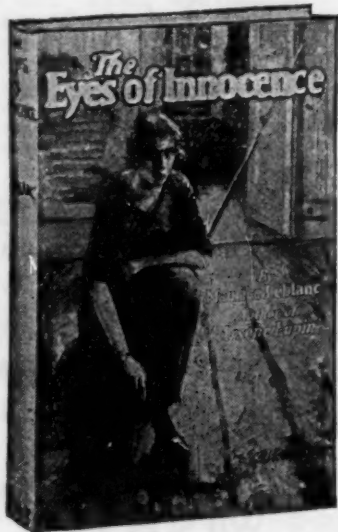
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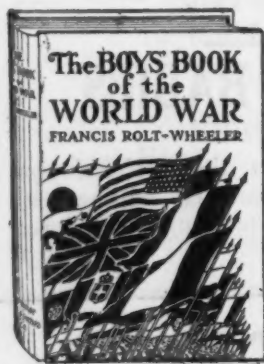


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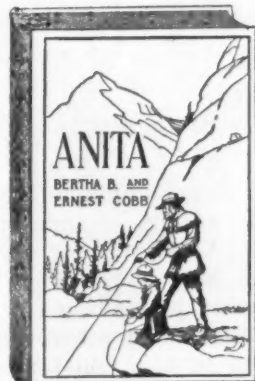
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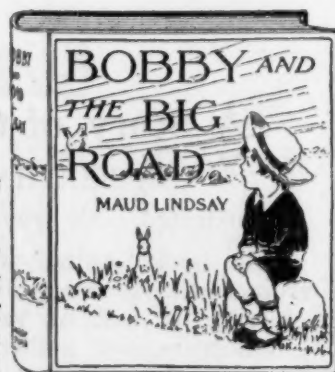
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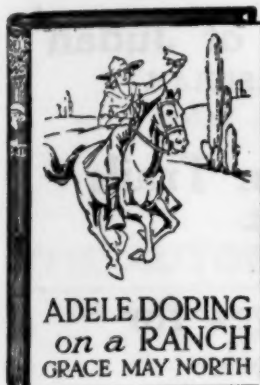


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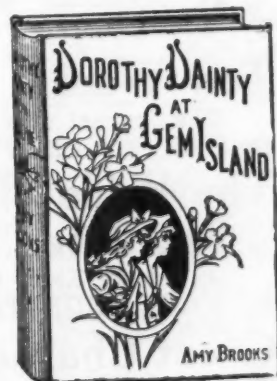
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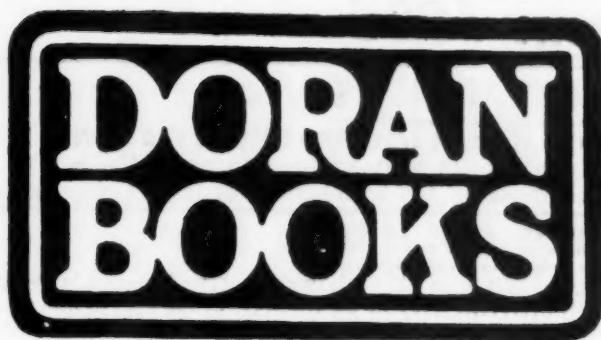
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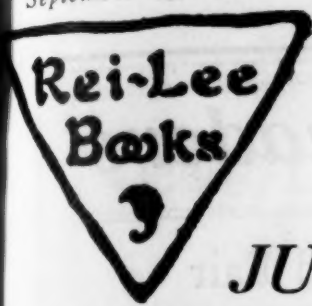
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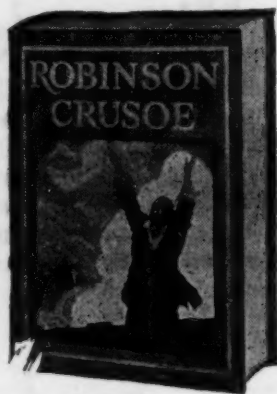
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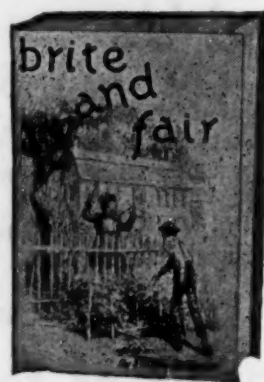
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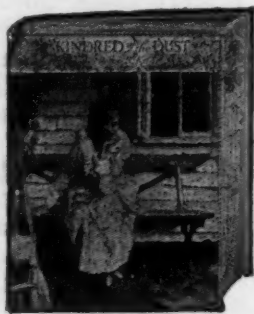
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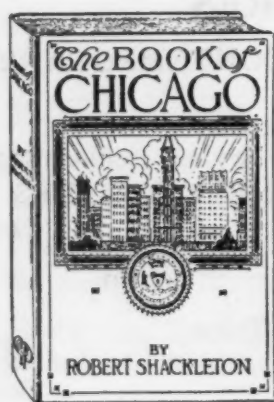
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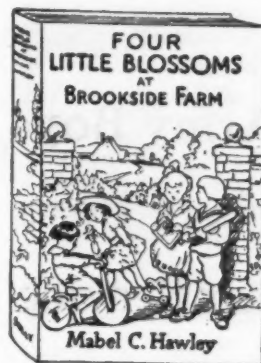
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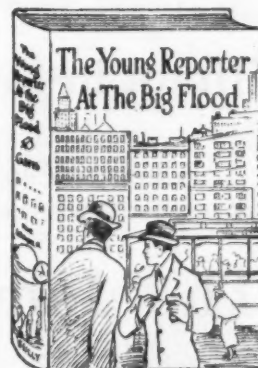
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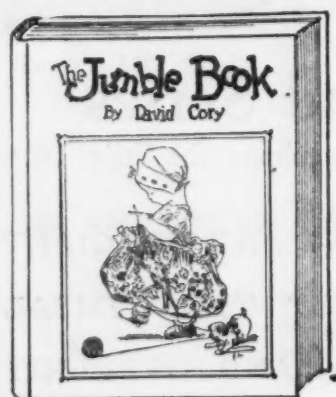
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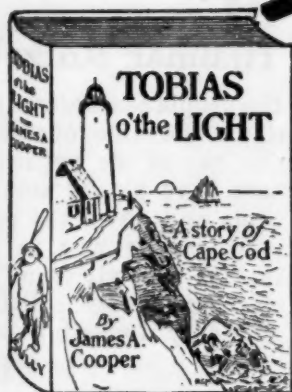
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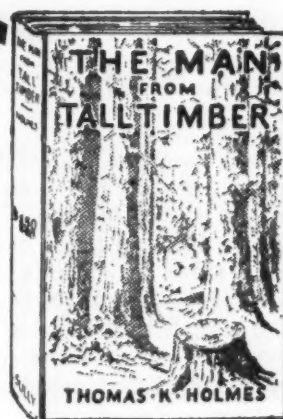


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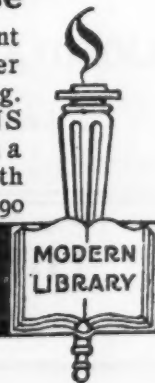
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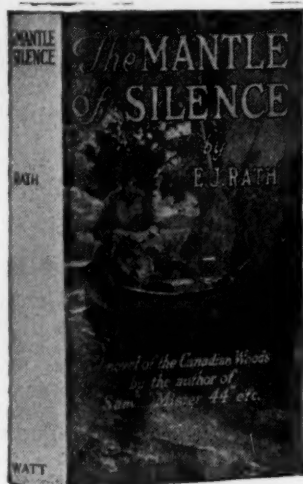
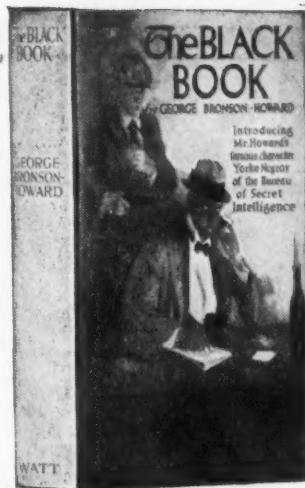
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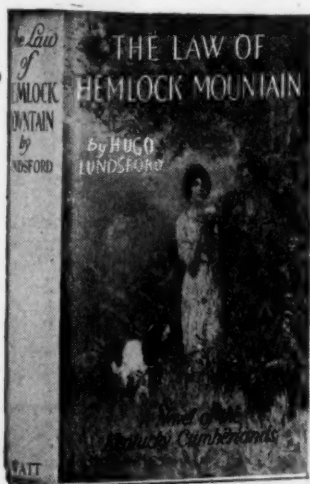
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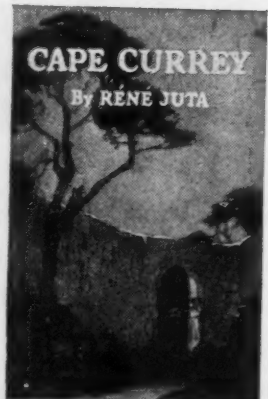
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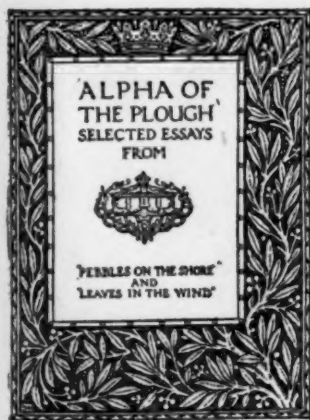
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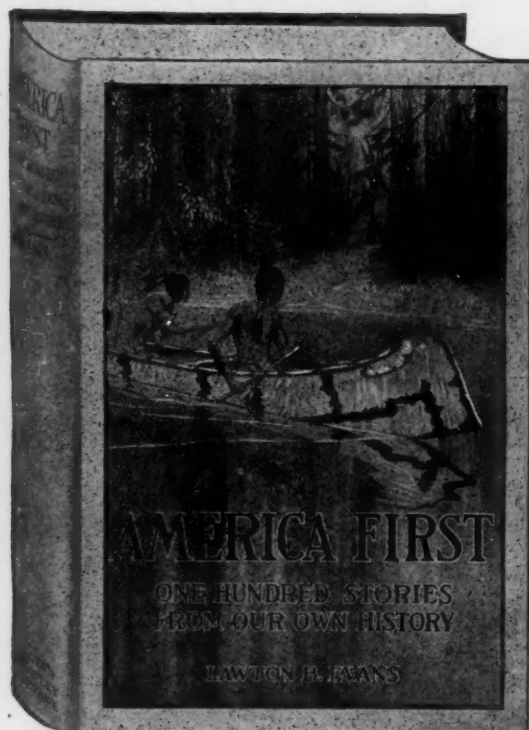
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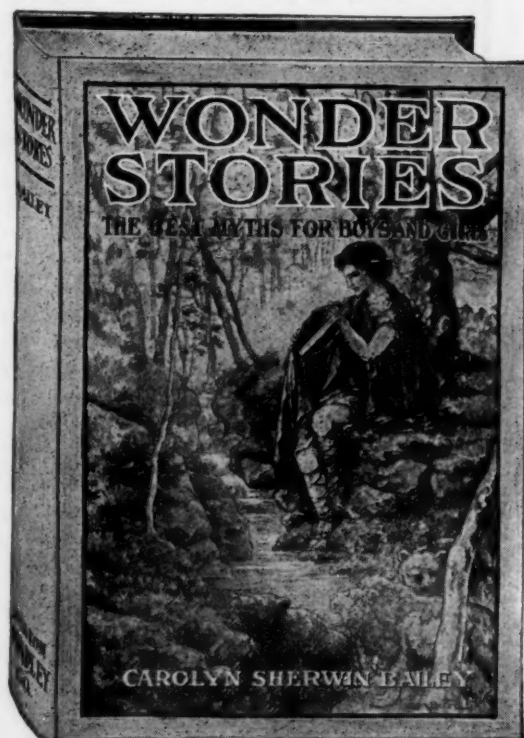
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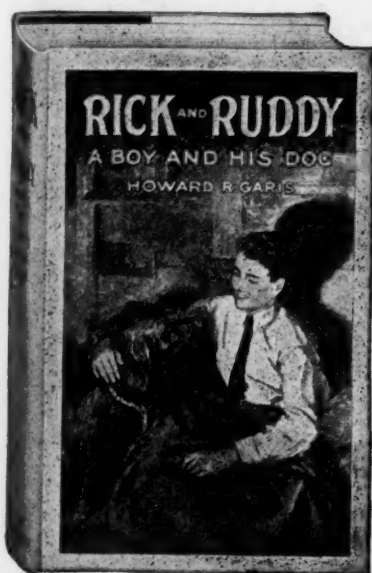
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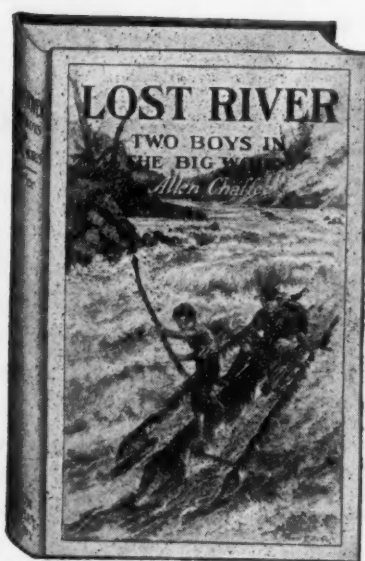
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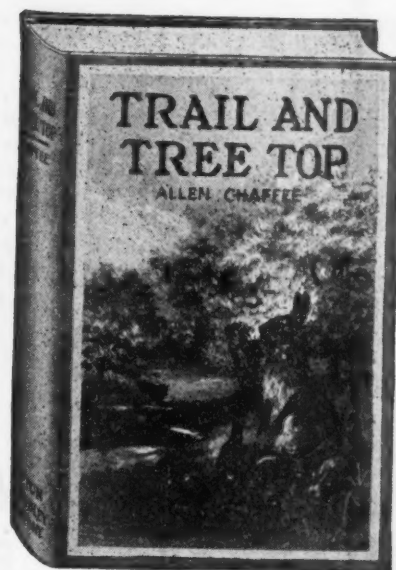
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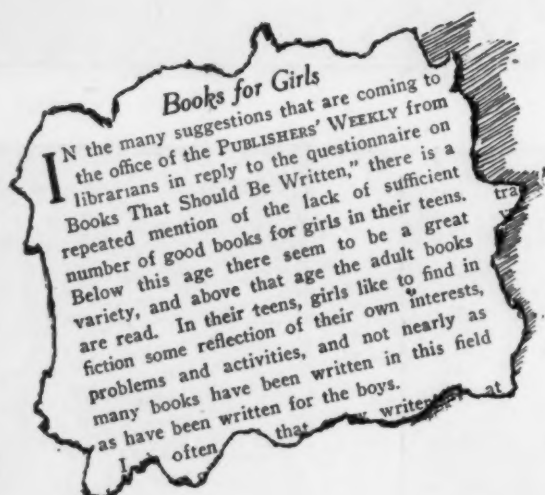
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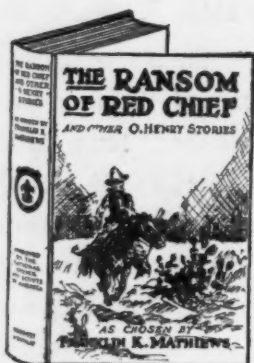
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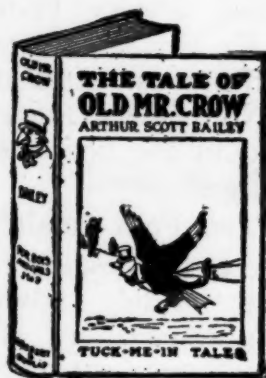
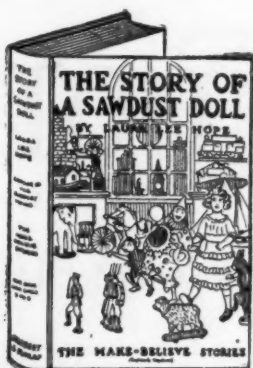
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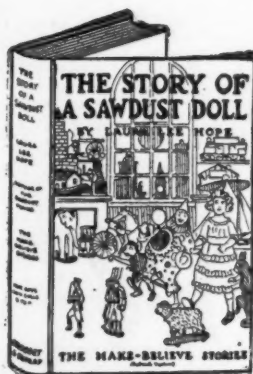
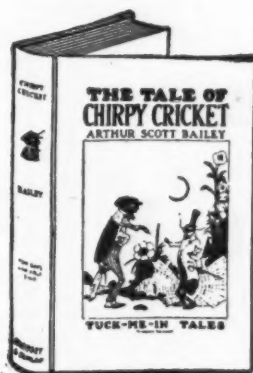
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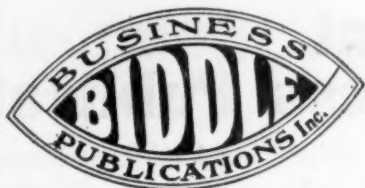
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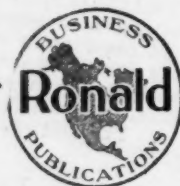
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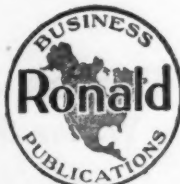
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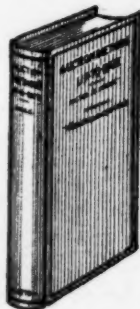
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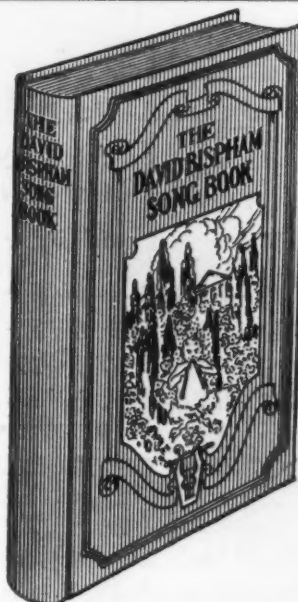
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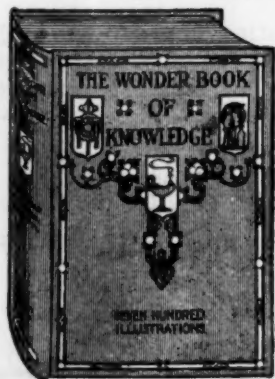
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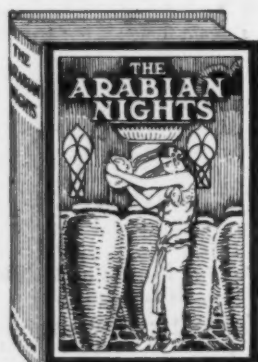
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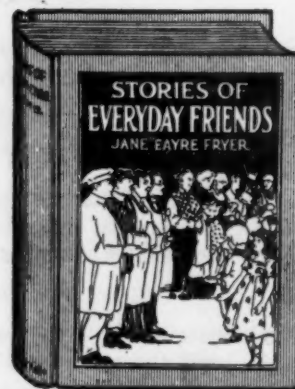
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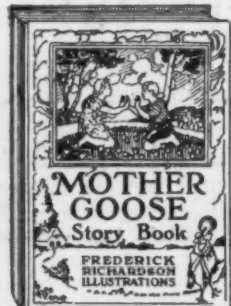
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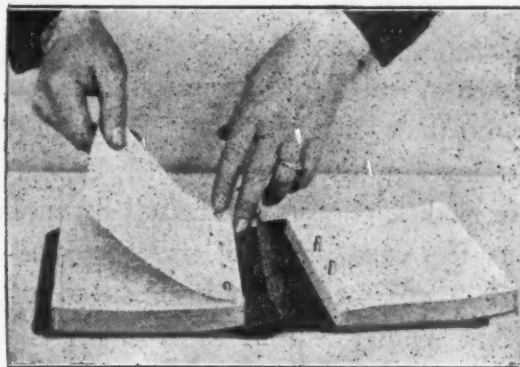
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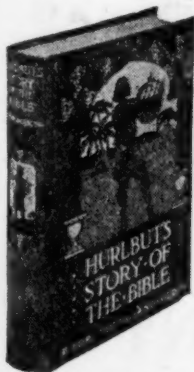
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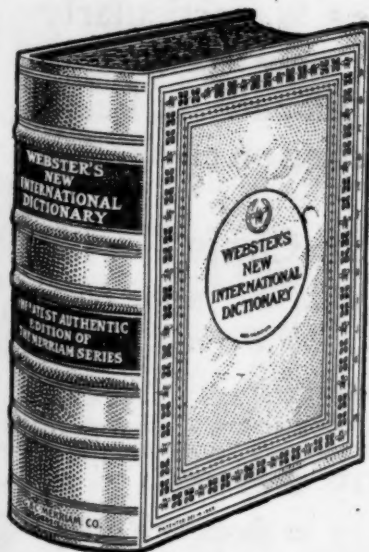
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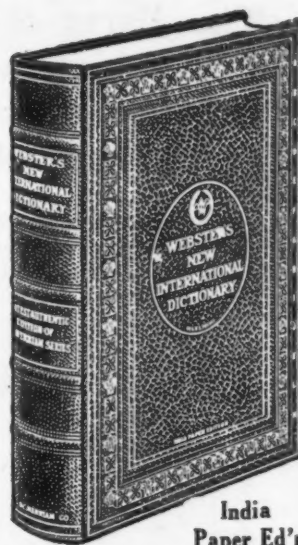
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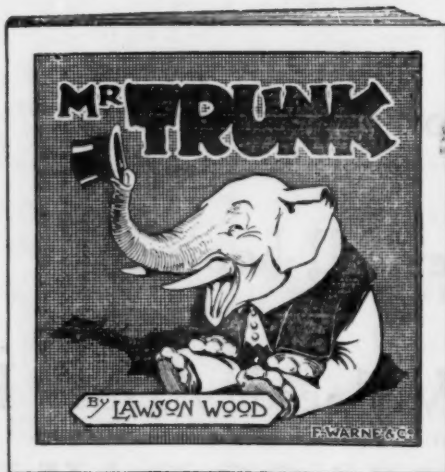
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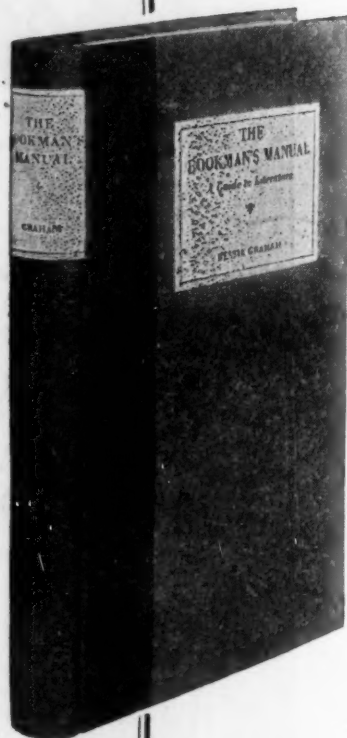
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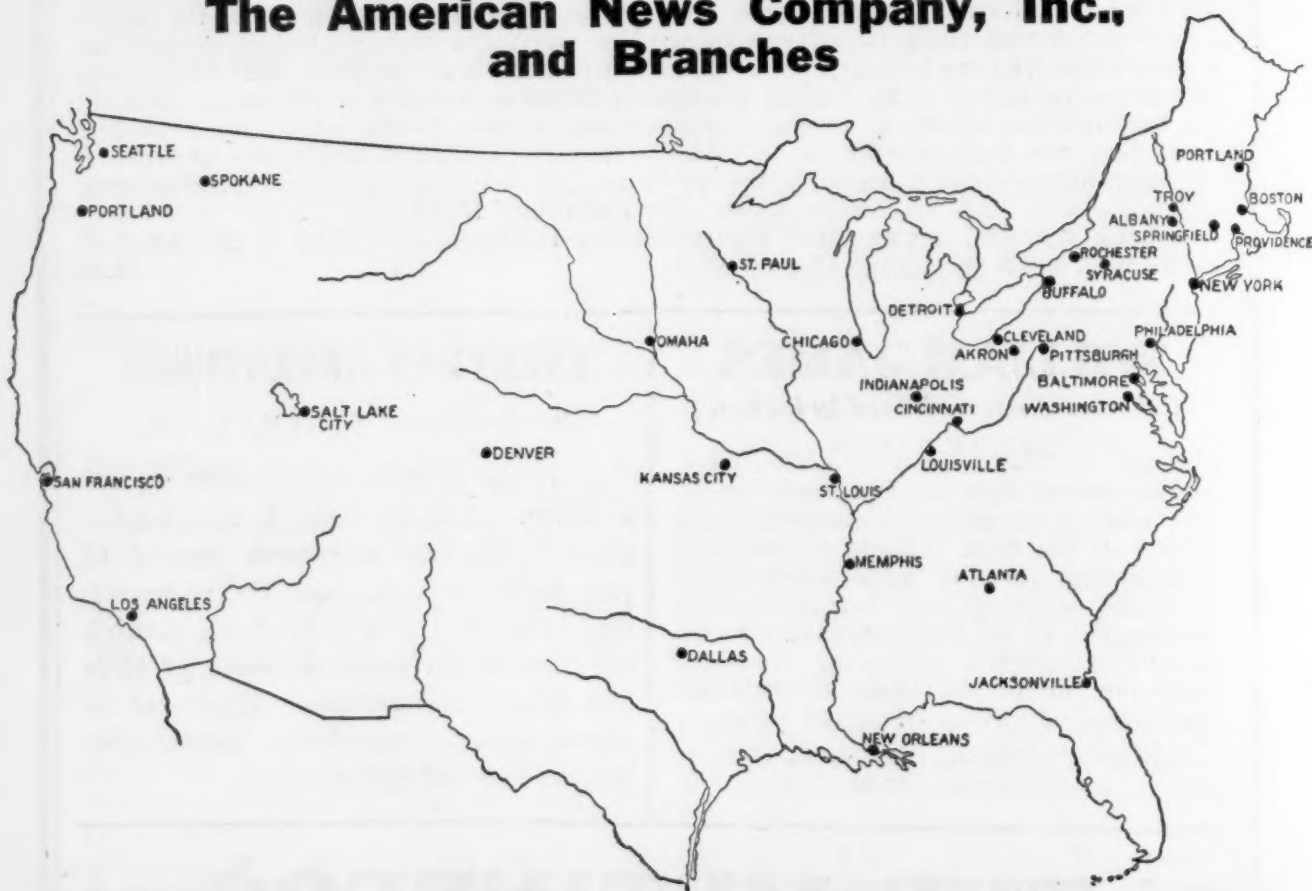
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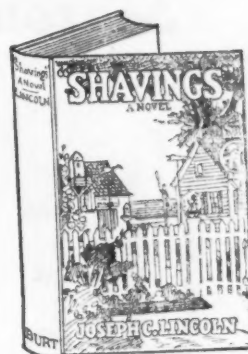
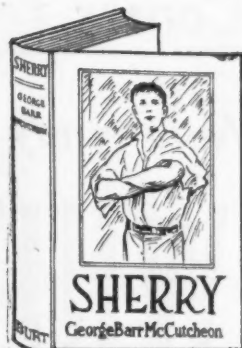
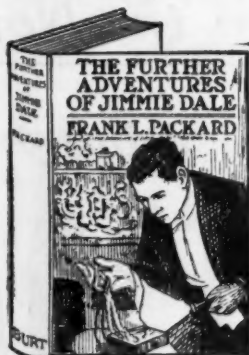
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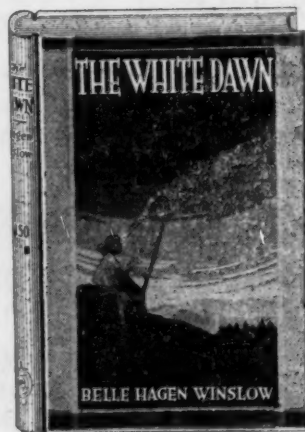
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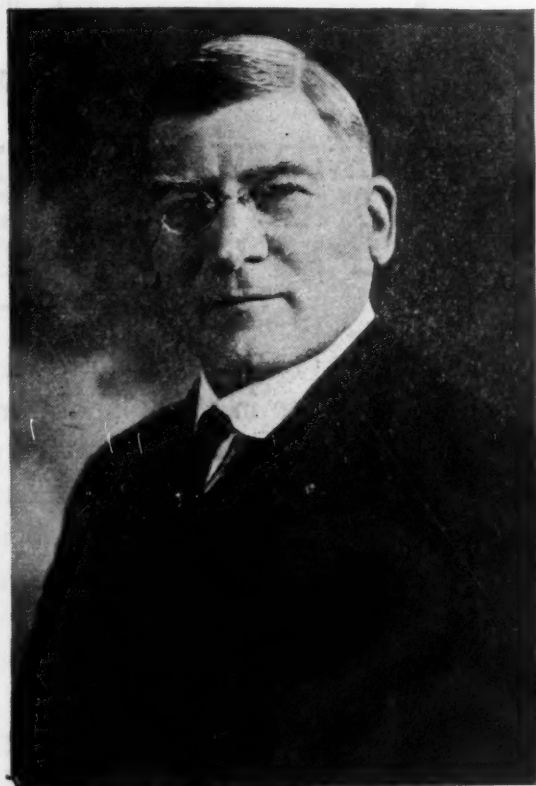
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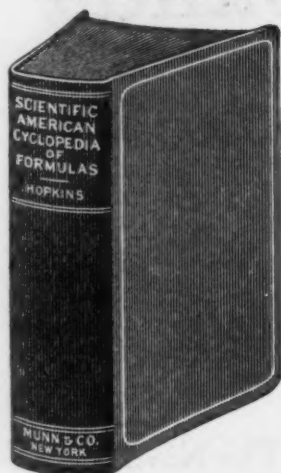
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A FALL ANNOUNCEMENT LIST



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THE YALE REVIEW

The National Quarterly

Do you know that

In 1911, *The Yale Review* was changed from an economic to a general American quarterly magazine on the standard British models? It began business with 311 subscribers. At the opening of its tenth year, this month, it has 10,200.

Do you know that

Once known it becomes a necessity? Eighty-seven per cent, of its readers renew their subscriptions each year, and last year twice as many new subscribers read *The Yale Review* as the year before, for it meets the needs of intellectual America.

Do you know that

Of the October number, four times as many copies have been ordered by bookstores and news-stands in all parts of the country as of October, 1919? The October press run is a third greater than that of a year ago. The satisfactory inference is that the reading public has "discovered" *The Yale Review* and wants it

In the October number are

Mr. Wilson and the Democratic Party, by ex-President William H. Taft; Liberal or Reactionary, by Norman Hapgood; The Great Game of Politics, by Wilbur C. Abbott; The Bolsheviks in the Crimea, by Ivan Petrunkevitch; William Dean Howells, by William Lyon Phelps; The Record of Henry James, by Theodora Bosanquet; Letters of Henry Adams, and poems and verses by a group of well-known American poets.

Send in your order now

\$3.00 a year

75 cents a copy

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

September 25, 1920

I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Is the Printer Looking Ahead?

WHILE book publishers may well look forward with anxiety to any possible increase made on October 1st, it should be understood that the wage discussion is going along in well accepted channels, and that it is not likely that there will be a disturbance similar to that of last year. The labor unions have been filing their demands, and the conference could not go on until that was completed. The increases asked run from twenty-five per cent for the paper cutters to forty per cent for the compositors and pressmen. So far, there has been nothing in the conference between the employing printers and the union to indicate that there is any desire upon the part of the men to do otherwise than to reach an amicable settlement.

It is probably true, however, that both sides feel that there may be a necessity of appealing arbitration, and that would be the proper step under existing agreements. The latest figures on the cost of living seem to indicate that the figure is about twenty-five per cent higher than January 1st. At the same time, the other figures to be taken into consideration, i.e., the "present general conditions in the industry," are being found more critical than might have been thought from the general feeling of activity in the trade.

Among publishers the feeling is unanimous and frank that further increases in cost over those that already accumulated during the past year would be a most serious menace to American book publishing. Scores of books have been dropped from publishers' lists during the last year that cannot be reprinted at the present rates. Scores of others, according to detailed reports, must be dropped from publishers' lists if any further increases show up. One publisher, for example, found that since January he had had to drop nearly two hundred titles that he formerly would have

been glad to continue. Editions that have been printed represent something like four thousand hours of press time, practically two years' work for one press. With such figures as that from one publisher and with further trimming threatened, printing houses may well be fearful that there is immediately in front of them a decided cutting down of demand, and the day has already gone by when the printer can stay in his own shop and have people begging for his presses.

Old titles are being dropped and new ones are being steadily curtailed, so that the composition is likely to decrease and export business is now cut to a fraction of its former self by costs as they are to-day. There should be some very careful thinking on the part of men whose working days are to be connected with printing for the next few years before they take a step that will so surely spell trouble among such steady users of printing as the book publishers.

The Printers Meet at St. Louis

DURING last week, the United Typothetae of America met in their annual convention at St. Louis. At this convention, a most important resolution was passed on the subject of the forty-four hour week as follows:

"Whereas, there has been misrepresentation and misunderstanding as to the position of the United Typothetae of America upon the question of granting a forty-four hour week May 1, 1921; now, therefore, be it

"Resolved, That the thirty-fourth annual convention of the United Typothetae of America in convention assembled restate unequivocally its disapproval of any reduction in the present working hours, and recommends to its members that they resist any attempt to enforce such a reduction except where such reduction has already been agreed to by contract."

This vote was passed by 19,365 to 6278, a very large majority. The question of a forty-four hour week was not an issue this fall, but in many directions had been discussed as coming about on May 1st, 1921. The United Typothetae has both Closed and Open Shop sections. In the Closed Shop section there are a few cities, New York included, which have written into their agreements that they will adopt the forty-four hour week next May. A year ago in New York, the Open Shop section voted to discountenance the talk of forty-four hours, and the Closed Shop section, voting by itself,

voted approval. Soon after that, the New York contract of the Closed Shop section was written embodying the forty-four hour plan for 1921, but the need of greater production in order to put the country on a sound business basis is bringing people to other minds in the country at large. The Chicago Typothetae, representing the largest amount of book manufacturing done outside of New York, passed the following resolution on August 30th, 1920:

"Whereas, The country has been suffering from the exhaustion of all commodities resultant upon the great war, with its attendant high cost of living, and as the only means of getting back to the normal situation is to increase production,

"Be it, therefore, resolved that the members of the Typothetae Division of the Franklin-Typothetae of Chicago are opposed to and will resist any further reduction of the working hours on May 1, 1921, and pledge themselves to continue operating their plants on the hours at present established."

Meeting of Philadelphia Booksellers

The Philadelphia Booksellers' League held its first meeting on Friday evening, September 17th, at the Franklin Inn Club, President George W. Jacobs presiding. A September meeting has not been the usual custom, but it was felt that there were so many interesting events going on in the book-trade that Philadelphia members ought to keep in touch.

Eugene L. Herr, President of the American Booksellers' Association, spoke of the developments in the trade since increased activity was set in motion by the great Philadelphia convention in May. Frederic G. Melcher outlined some of the activities that have been under way, such as the Children's Book Week, the new National Association of Book Publishers, and the interesting developments in the way of the Book Caravan and book fairs. It seems apparent that 1920 is an entirely unusual year in the world of book distribution. Joseph Anthony, the executive director of the National Book Advertising Campaign, described the ideas that were back of this movement and of the favorable progress which had been made. Mr. Anthony urged the full support of the retailers as an absolute essential to the success of the advertising plans.

Harcourt Takes Bell Agency

G. H. Bickers, the managing director of George Bell & Sons, Ltd., the well-known London publishers, has been visiting New York in connection with future plans for the sale of this firm's publications in the United States. Messrs. Bell are transferring their agency from the Macmillan Co. at the end of October to Harcourt, Brace & Howe, who

will carry in stock all the Bell books which are at present carried by the Macmillan Co. including the famous Bohn Libraries and, we understand, hope to develop the sale of certain other publications not at present listed in the Macmillan catalog. Announcements regarding these will be made by Harcourt, Brace & Howe in due course.

Extra copies of this number of the PUBLISHERS' WEEKLY will be furnished to subscribers at the nominal price of 15 cents; non-subscribers, at 25 cents.

Every important salesperson should have a personal copy for use during the Fall and Winter season.



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

Kindred of the Dust. Peter B. Kyne. *Cosmopolitan*.
 Harriet and the Piper. Kathleen Norris. *Doubleday*.
 Mary Maire. Eleanor H. Porter. *Houghton*.
 This Side of Paradise. F. Scott Fitzgerald. *Scribner*.
 The Portygee. Joseph Lincoln. *Appleton*.
 The Rescue. Joseph Conrad. *Doubleday*.
 The Prairie Mother. Arthur Stringer. *Bobbs*.
 Woman Triumphant. Vicente Blasco Ibáñez. *Dutton*.
 The Great Impersonation. E. Phillips Oppenheim. *Little*.
 Tarzan, the Untamed. Edgar R. Burroughs. *McClurg*.

GENERAL LITERATURE

Now It Can Be Told. Sir Philip Gibbs. *Harper*.
 White Shadows in the South Seas. Frederick O'Brien. *Century*.
 Letters of Travel. Rudyard Kipling. *Doubleday*.
 Economic Consequences of the Peace. John Maynard Keynes. *Harcourt*.
 Theodore Roosevelt's Letters to His Children. Joseph B. Bishop. *Scribner*.
 Vagabonding Through Changing Germany. Harry Franck. *Harper*.
 Abraham Lincoln. John Drinkwater. *Houghton*.
 An American Idyll. Cornelia S. Parker. *Atlantic Monthly*.
 The War, the World and Wilson. George Creel. *Harper*.
 A Straight Deal, or the Ancient Grudge. Owen Wister. *Macmillan*.

EXPERIMENTING IN RETAIL PUBLICITY

BY F. J. STEINLEIN, GREENWOOD BOOK SHOP, WILMINGTON, DELAWARE

Taking a Plunge Into Newspaper Space

In a previous article I told of how we started our mailing list. Without for a minute yielding the importance of that form of advertising, and it will, in my opinion, always be the most important factor in the selling of books, there are many other forms of publicity open to the progressive bookseller which he should not overlook.

One of these is newspaper advertising. Some day when we have been in the business long enough to accumulate some data on volume of business, etc.; we will figure out what percentage we can afford to spend for this form of publicity and spend accordingly. But until then we will be content with small space.

Our problem at the beginning was rather simple. We wanted to tell the hundred thousand or so people in this neighborhood, that there was a new book-shop in town. Now we had only one thing to offer, that the others were not giving, and that was "service." And Lord! How that word had been abused by all sorts of merchants and near-merchants. So we avoided the use of the word as much as possible and adopted a chatty, friendly, familiar style and talked service and books, and gave specific instances and illustrations of what we were doing and trying to do; all without using that much abused word except when we couldn't avoid it.

There was one particular object we had in mind in planning this little advertising campaign. It was not our desire merely to divert book buyers from some other store to ours. We felt entitled, of course, to all the trade we could win by reasons of better service but mainly we wanted to create new book buyers and we still consider that our biggest job, and in the preparation of copy we try to keep this idea to the fore.

I don't pretend to be able to say that these ads. paid, but this I can say: business increased. We heard comments about the ads, and I am ready to swear that the Greenwood Book Shop is as well and as favorably known in Wilmington to-day as is our principal competitor who has been in business for fifty years, and who had not, up to the time that we entered the field here last January, spent fifty cents in advertising.

In advertising, as well as in your mailing list efforts, it is necessary to keep "everlastingly at it." There have been several breaks in the continuity of our advertising, and I am sure it is bad policy to be spasmodic about it. We now run our ads. twice a week, Wednesdays and Saturdays and believe it is better to run a poor ad. than none at all.

One indication that our newspaper advertising was noticed was the flock of solicitors for athletic carnivals, oyster suppers and vari-

ous other dubious "advertising" stunts who came to see us.

Of course we fell for a few of these, but not any more, thank you. They always cost way out of proportion to their value; yet one must be very careful to avoid giving offense. When we cannot get out of the thing entirely, we offer to donate a book, and explain that if we take space in one program we cannot well refuse to go into others of equal merit, and that it is simply impossible to go into all of them.

Up to the present time we have not accepted any publishers' offer to go 50-50 on local advertising. And our reason is that the mats sent out usually take about 90% of the space for the publisher and do not leave adequate space for the dealer's part of the advertisement. Not that we want a 50-50 division of space, but we do want room enough to make our end of it look as if it were really a part of the ad. I have before me now a four-inch single column mat in which there is just one-quarter inch left for the dealer's name and address, which is not enough. There ought to be, at least, one-half inch, and three quarters, would be better, and not only better for the dealer, but because it would make for a better balanced advertisement.

And incidentally, I have this same objection to most of the "dealers' helps" that are sent out by publishers. The imprinting is usually very carelessly and sloppily done. I am told that I am hypercritical about these things and judge them from a printer's standpoint. Perhaps so, but I don't believe that you can do good advertising with poor printing.

Street car advertising we passed up as being too expensive for a new shop. Our store at 916 Shipley had no show windows, but we did have two shallow show cases 24x36 inches in size, and about two inches deep, one on either side of the door which we had been using for displays of printed matter.

We used these for bulletins about books, and display of jackets and such advertising matter as we could get from the publishers or jobbers. And of all kinds of publicity we have tried this gave us the most conclusive evidence of direct, measureable returns.

We show here a few examples of the ads as they were run in the beginning of our campaign, and a couple of ads. that we have on our schedule to run about the end of November. We are sending the Christmas ads. because it occurs to us that your readers might appreciate something that they could use more than the samples which have no particular timeliness.

(The fourth article, "Some Adventures in Window Displays" will appear shortly.)

About Once a Month

We issue a little booklet about books. It contains news about authors, brief reviews and notices of books to be published.

It places you under no obligation at all to ask us to send you a copy each month. We enclose with it a few self-addressed envelopes so that in case you should find something in the list that you'd like to see you can easily make your desires known to us.

And if, after we have sent the books to you, you should feel impelled to say, "This one, or that one, or none of them are what I thought they would be," just say so and we will send for them quite as willingly as if the result had been otherwise. We'd like to have you test the sincerity of this statement.

THE GREENWOOD BOOK SHOP

LEFAX DISTRIBUTORS

Phone 689

916 SHIPLEY STREET

Pay-Raising Books

"To him that hath shall be given," might be translated into modern business language as follows: "To him that knows shall be paid more money." Never before were there so many helpful, inspiring books, written mostly out of everyday experiences by average men.

If you want to be a better craftsman, a better salesman, a better manager, a better business man, there are a lot of good books that will pay you big dividends on your investment. Come in and look them over and remember you don't have to buy until you convince yourself that your money is of less value to you than the book.

THE GREENWOOD BOOK SHOP

BUSINESS BOOKS AND LE FAX SUPPLIES

Phone 689

916 SHIPLEY STREET

Lending Libraries

This is a new department; in fact, it is scarcely started yet, as we are trying to get your idea as to how you would like to have us run it. We want to make it just as easy and as cheap as the old ones—but still to have something that makes it better and more serviceable to you.

All the latest books, of course, you'd expect that of the Greenwood, but books are not like eggs, you know, and there are lots of old ones that are good. Then, there is much besides fiction that we think might find favor when you are in a more serious mood.

Anyway, stop in and help us start it.

THE GREENWOOD BOOK SHOP

LEFAX SUPPLIES AND PRINTING

Phone 689

916 SHIPLEY STREET

Books With a Smile

A stormy night, a cheery fire, an easy chair, a well-seasoned pipe—the ladies may substitute a box of chocolates—and a book to make you smile—Oh, boy, ain't it a grand and glorious feeling? Here's a list of the books that will do the trick:

Mince Pie

In the Sweet Dry and Dry (Morley)

Walking Stick Papers

Broome Street Straws (Holliday)

Ramsey Milholland (Tarkington)

Exploits of Bilge and Ma (McFarlane)

The Green Pea Pirates (Kyne)

and half a hundred others.

THE GREENWOOD BOOK SHOP

BOOKS WORTH WHILE

Phone 689

916 Shipley Street

To Mothers of Children Under 16

This is a message to you from a bookshop about books for children, and we hope it will lead to a better understanding as to what publishers and authors and teachers and librarians are doing to make it easier and safer for mothers to select the right kind of books for their children.

We want you to send your name and address and allow us to send you from time to time announcements and news of what is being done in the world of children's books.

Of course, you may suspect that our object is to sell books, and frankly it is, because we sincerely believe that the child who early learns to love and appreciate good books has opened before him an inexhaustible mine which will yield richly in profit and pleasure. But the information is yours without cost, our local public library is interested in better books for children.

THE GREENWOOD BOOK SHOP

WHERE BOOK BUYING IS A PLEASURE
Phone 689 916 SHIPLEY STREET

Make it Books This Christmas

For years without number banks and fond uncles and aunts have delighted in advising as the ideal Christmas gift for young folks a savings bank book with a five-dollar start. Fine and dandy.

But let's suppose that instead of putting the five dollars in the bank, where it will earn at most but thirty cents a year, you give the aforesaid young person an order on the Bookshop for five dollars' worth of books. It would be almost impossible to make a selection so poor that it would not yield many times thirty cents per year in either knowledge, cultural improvement or earning capacity to the most casual of readers.

And if perchance your gift thus bestowed should be the means of starting the recipient in the habit of reading books your investment will yield dividends beside which the best the banks can do will be paltry indeed.

THE GREENWOOD BOOK SHOP

THE STORE OF INTELLIGENT SERVICE
Phone 689 916 Shipley Street

On The Selling of Books

Of course, a bookshop is a commercial proposition. One simply must make some money in order to get by in this world. But, besides money, which we don't in the least despise, we also want to make friends. We want to run the kind of a shop that you'll be glad to come back to, the kind of a shop you'll take delight in telling your friends about, the kind of a shop you'll feel like bragging about when you're away from home.

We'd like you to drop in some day for a visit, you'll find a lot of old friends and acquaintances on the shelves and, who knows, perhaps some in the shop.

THE GREENWOOD BOOK SHOP

BOOKS WORTH WHILE
'Phone 689 916 Shipley Street

Get Ready for Christmas

Are you fond of O. Henry or James Whitcomb Riley or Mark Twain or Bret Harte? Very well.

Some evening at dinner, or maybe at night after dinner, you might say quite casually, "dropped in at the Greenwood Book Shop this afternoon. Mighty interesting display of books they have there. One thing that caught my eye was a dandy edition of O. Henry in pocket size, bound in limp leather. Handsome proposition and very reasonably priced. Like to own it some day."

After that you can let the conversation take its natural course for a while. If you can work the word "Christmas" in without making it too obvious, so much the better.

THE GREENWOOD BOOK SHOP

THE STORE OF INTELLIGENT SERVICE
Phone 689 916 Shipley Street

How Chicago Feels About Increased Printing Costs

"The Chicago Trade Press Association last month appealed to publication printers of the city, asking that everything possible be done to prevent the increase in wages demanded by the unions," says the *Ben Franklin Monthly*. "The statement of the association contained the following paragraph, which throws some light on publishing conditions in Chicago:

"Conditions in the advertising and publishing business are such that publishers cannot pass on to advertisers any further increase in publication costs. The general business situation indicates a definite slowing up, and the volume of advertising has passed its peak and is declining. Under the circumstances, we feel that the printer, rather than the publishers, should absorb whatever increases in wages you see fit to grant your employees.

"Another fact of importance is that the high prices of publication printing in Chicago are driving publishers to other cities. A number have left recently, and others are planning to go. We submit that it is to your interest and to the interest of your employees to encourage your customers to remain, rather than to put the cost of printing at such a high figure that they cannot continue to operate under it. The course which has been followed during the past few years with reference to printing costs means the ultimate elimination of a large number of publications, and consequent reduction in business for the employers and unemployment for the employees."

Children's Book Week

The suggestion which has been made to the publishers that they should take special pains to provide material which can be handed out to children when they come to the stores has begun to take fruit in many directions. It is the belief of those who have studied the effect of Children's Book Week and its business building possibilities that special stress should be laid on getting children themselves into the bookstores. It starts in them the bookstore habit, fills them with an interest in book ownership and it also makes the department attractive to the adults, when they see children in ecstasies over the discovery of new things.

P. F. Volland & Company, who are always alert with feature advertising, have got out a very attractive little booklet on children's games, based on their list of books, and have made full size replicas of the "Raggedy Ann" doll, a colorful cut-out for department decoration. It has been suggested that book-plates and book markers carrying attractive pictures would be welcomed by the retailers to pass to each child.

Another important part of Children's Book Week should be the lectures, which have proved

such a drawing card in the larger stores, especially in department stores equipped with auditoriums. It is urged that the publishers do all that they can to arrange for authors in their own localities and it is asked that such dates be reported to Mr. A. T. M. Van Rensalaer, care of Henry Holt & Company, 19 West 44th Street, New York, Chairman of Children's Book Week Committee on Lectures. Retail stores desiring such features should communicate with Mr. Van Rensalaer, who will do whatever is possible to obtain speakers of drawing power.

Brussels Book Exhibit

In connection with the World Congress of International Associations at the Palais Mondial, Brussels, September 5th to September 20th, there was an exhibition of books, organized with the assistance of the Musée du Livre, 46, Rue de la Madeleine, Brussels. The books were select rather than numerous and representative of the best and most recent and typical works published in the different countries.

RECORD OF AMERICAN BOOK PRODUCTION, AUGUST, 1920*

INTERNATIONAL CLASSIFICATION	New Publications			English and Other Foreign Authors		Total
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	
Philosophy	16	3	2	14	3	21
Religion, Theology	25	2	9	29	0	36
Sociology, Economics ..	23	4	15	40	1	42
Law	3	3	1	6	0	7
Education	7	2	6	15	0	15
Philology	3	3	4	7	2	10
Science	13	5	8	21	1	26
Technical Books	18	5	9	26	0	32
Medicine, Hygiene	9	1	4	12	0	14
Agriculture	2	2	22	25	0	26
Domestic Economy	0	0	6	6	0	6
Business	10	0	3	13	0	13
Fine Arts	6	1	1	3	1	8
Music	4	0	5	9	0	9
Games, Amusements ...	3	0	4	7	0	7
General Literature, Es-						
says	12	3	6	16	2	21
Poetry and Drama	23	1	7	23	2	31
Fiction	45	30	8	74	8	83
Juvenile Books	21	12	1	29	2	34
History	42	2	12	47	2	56
Geography, Travel	12	1	3	14	0	16
Biography, Genealogy..	12	0	1	11	2	13
General Works, Miscel-						
laneous	1	0	1	2	0	2
Total	310	80	138	449	26	528

*In August, 1919, 666 new books and 90 new editions, including pamphlets, were recorded.

THE BOOK FAIR IDEA AS DEVELOPED IN GERMANY

Publishers' Exhibits and Model Libraries

The current discussion in this country on the ways and means of increasing the distribution of books, gives added interest to a description of the plans for the October "Book Fair" at Frankfort-on-the-Main. The elaborate care with which books are displayed in order that they may have the best possible setting offers suggestion from which this country might learn. Over here buyers and distant visitors examine stock in many scattered display rooms where there is little to suggest the atmosphere of libraries or reading.

The Marshall Field Book Fair, which has its second opening next month, is a move in this direction and has stimulated discussion as to whether there should not be still further development of this idea.

The announcement which has been received from Frankfort is printed below in full detail. It will be noticed that the plan provides for two types of exhibits one classified by publishers and another by the customer's line of interest, arranged as a model library. A model bookstore is another interesting feature of the fair.

The text of the announcement reads:

"Our exhibition 'Das deutsche Buch' appeals to all booklovers. For the first time since the war, you can see here the German book in a good and ample collection.

"You will find here general information on all lines concerning the book: scientific books as well as books of fiction, the graphic arts, music and means of instruction, all united in this large Sample Exhibition.

"The visitor will find the books artistically arranged in cabins or glass show cases. The books are classified by editors or groups of editors. Of greatest interest to the general public is the Representative Library Exhibition.

"Here is the book, not as merchandise in the common sense, not as a decorative ornament only, but arranged in a way to show the appropriate surroundings according with the character of the book. Here the booklover finds the book placed in different literary rooms and studies it in an harmonic combination, arranged for meditation and enjoyment, or for scientific observation.

"You are introduced to the world of books by a fine collection of very valuable books of the 16th century, early printed books, showing a good number of precious selected objects of the times of our ancestors. These books are placed in a room furnished in a style conforming to that epoch.

"The 'Library of general knowledge' gives a perfect tableau of our present world. Here are the books of all lines of knowledge: art, history, history of civilization, philosophy, politics, natural sciences etc. In short: this library includes all that an active citizen of our times wants, if he is interested in sciences

and if he thinks of fulfilling all demands, necessary for a man belonging to a well educated society. The "Library of the working man" includes all the necessary books for people of limited means who want to educate themselves. In rather good editions you may find here the standard works of the classical writers, the philosophers and the scientific discoverers of all times and of all nations.

"The social intellect of today is reflected in the 'Library of trade unionism.' Extensive material relating to political economy and to social progress is contained in this library.

"To satisfy the needs of every day, a number of different professional libraries have been composed. For instance: 'The library of a statesman' containing the standard works of politics, of international traffic, of economic life and of administration of justice. The 'Library of a physician' is a selected collection of medical books, books about chemistry and natural sciences, books and publications concerning his profession particularly. 'The teacher's library' is composed of books of pedagogics, educational sciences, instructions for the people, etc. 'The library of an engineer' is a rich collection of engineering and technical books, with books about architecture, etc.

"In the 'Room of the art-amateur' is presented a fine collection of 'edition de luxe' got up nicely and showing the productions of graphic art. This room will satisfy every amateur and suit the most refined taste. It will be a quiet agreeable corner of enjoyment to each booklover.

"In the bright and pleasant surroundings of a ladies' salon, we find narrow elegant booklets bound in bright colors or in soft leather, made for the hands of a lady of the world: the 'Library of a fashionable lady' and in another cheerful and friendly looking room, decorated with friezes on the wall, 'The children's room' are waiting books of fairy tales, of traveling, of adventures, books with merry tales and stories for the eager eyes of a child, making his first step towards the kingdom of the mind.

"In the intimate 'Music salon' we find the German music trade. We would not like to miss it if we are showing German intellectual power and German art. In this room we find an excellent collection of books on the literature of musical science. With the music exhibition is one of educational appliances, tho this really forms a separate show in itself. There is an exhibition called 'The Making of the Book!' Here the observer can look at the production and the development of the book from its beginning in its different stages to the complete achievement of it.

"In the 'Model Bookshop' the whole display of a modern up-to-date bookshop is shown with a rich stock of all kinds of books, simple and elegant for all sorts of readers.

"Certainly the exhibition 'Das Deutsche Buch' shows the cream of the very best in the way of artistic accomplishment in the realm of books, and everybody will find here something of interest, the specialist and the general reader, the specialist as well as the paterfamilias. Here the book is shown as a useful and a decorative object. The book is proved here a set of tools for the working man and the favorite of the collector, the great helper of all working people and their good friend too in their time of recreation. This exhibition should give to the foreigner a genuine appreciation of the intellectual production of Germany today. The book proves the connecting link in international life, and a means of intellectual ideas between nations.

"All rooms of the representative library are furnished by representative and well-known firms."

Where the Paper Goes To

The following tabulation of the Pulp and Paper Industry of the United States was made by S. L. Wilson, Chief of the Manufacturing Section of the Pulp and Paper Division of the War Industries Board:

There were (in 1918) 821 pulp and paper mills in the United States producing annually about 5,658,000 tons of paper and boards. Classified according to general grades, these are divided as follows:

	Tons Yearly	Produc- tion Daily	Approximate Value
Newsprint	1,360,000	4,200	\$136,000,000
Book ¹	780,000	2,600	125,000,000
Boards	1,950,000	6,500	156,000,000
Wrappings	705,000	2,350	89,000,000
Fine Writings	405,000	1,360	142,000,000
Tissue	132,000	440	27,000,000
Building Felts	249,000	830	50,000,000
Miscellaneous	177,000	590	55,000,000

Imported from Canada— (Newsprint)	560,000	1,840
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	6,218,000	20,700
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Exported— (6 months actual) ..	147,875
Yearly— (6 months estimated) ..	147,875

Total Domestic Consumption	5,922,250
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(¹) Book paper totals in government statistics include practically everything used for printing purposes except the newsprint. The periodicals would use the larger proportion of this 780,000 tons, and circulars, bulletins, catalogs, government reports and job printing of every description the balance. Books in bound form probably do not use over 5 or 6 per cent of this total of book paper.

This would mean that the book publishers including publishers of school books, subscription books, Bibles, etc., as well as trade books, use about 40,000 tons yearly, which at an average a pound per book would be 80,000,000 books. This 40,000 tons would constitute two-thirds of one per cent. of the paper consumption in the United States.

THREE HANDSOME books for young folks, or for old folks, too, for that matter, are Scott's novels, "Ivanhoe," "The Talisman" and "Kenilworth," each with twelve full page illustrations in color which were published by McKay this week.

To Bind or Not to Bind

In the pages of several journals discussion has lately been occupied with the question of the soaring prices of books, says the *British and Colonial Printer and Stationer*, and in this connection the increased cost of bookbinding has perhaps received more than its deserts in the matter of accountability for the higher rates.

Philip Gibbs, in taking up the serious question of the unfortunate effect of the cost of book production in handicapping the new author, suggests the use of paper covers in the French and American (*sic*) style. A similar suggestion that has been made, is that new novels should, to reduce their cost, be published in periodical parts, as was very successfully done in the case of the works of Dickens and Thackeray. Another proposal is that we revert to the old "yellow-back" novel so popular thirty years ago. Such a reversion, it is claimed, would halve the cost of binding, and thus reduce the price, while for durability "paper boards" are not much below the flimsy "cloth" of today.

For books of any permanent value boards of some kind will always be insisted upon by the booklover. There is much weight in the contention of a correspondent of the *Daily Chronicle*, who writes: "Even with the present heavy cost of binding, a novel which is sold now for 7s. 6d. would have to be sold for 6s. in paper covers, and, in my opinion, a book buyer who is willing to pay 7s. 6d. for a novel would rather pay that price for a decently cloth-bound copy, which would last for months or years, rather than a paper-covered book, which would only save him 1s. 6d., and become a dog-eared, disreputable article within a fortnight."

A Final Rejection

The New York *Post* recently printed this story with a moral, editors take warning. It told about an editor, master hand at the rejection slip, who delighted in painful but polite torture of the poor contributor. He died, but had not been long within the vault, when he returned. The keeper of the vault smelt brimstone there, afterwards and found the discarded sheet, scorched in several places, with this notice pinned to it.

"We thank you exceedingly for the privilege of inspecting this material and regret that, owing to the demands upon our space, we cannot make use of it.

"N. B.—Rejection of material should not be taken to imply any adverse criticism of its merit."

IN "LITTLE HEROES OF FRANCE" Kathleen Burke tells stories of twelve deeds of heroism performed by French children during the war, sometimes at the sacrifice of their lives. Many of the incidents came within the author's observation. (Doubleday.)

A SLOGAN FOR BOOKSELLERS

By A. Edward Newton

[From an article in the October number of the *Atlantic Monthly*.]

I am interested in suggesting a campaign of advertising for publishers of books. Most people don't care for books much; they think they do, but they don't; that is to say, they care for so many other things more that, when it comes to buying them, they have no money left.

Many people, most people, have forgotten how to read, if they ever knew; and they have to be taught, and they can be taught, not only to read, but to buy books, by advertising. The use of tooth-powder has been enormously stimulated by advertising, and I am certain that a demand for books can be created in the same way, but it must be done wisely, systematically, and continuously. We are familiar with the proverb that "It is the first step that counts." Well, it is not so with advertising: in advertising, it is the last; the effect of advertising is cumulative. It is the last dollar spent that brings results.

The best advertising skill in the world was concentrated a year or two ago on Liberty Bonds. Most people did not know what a bond was; they had to be taught.

It is, I think, rather curious that it is only recently that the National Association of Booksellers has considered advertising in a manner designed to increase the demand, not for any one special book, but for books in general; not for the product of any one publisher on sale at any particular shop, but advertising, the object of which is to stimulate the habit of buying books—new books, old books, in a word, "anything that's a book." Of course it can be done. It will take time and money, but it is well worth doing.

Let me suggest a slogan—*Buy a Book a Week*. There are millions to whom this slogan will make no appeal, but there are millions who will be attracted by it—or a better one; millions who are not accustomed to buy books, and who will at first regard the slogan with amazement and as not intended for them. The power of iteration and reiteration is not yet fully understood: it is worthy of, and doubtless has received, the attention of the psychologist. Gradually it will be made to appear that it is as disgraceful not to buy a book a week as it is to wear a celluloid collar. At present it occurs to relatively few people to buy books: tell them to; keep on telling them to; and after a while they will. And when a man is by way of forming the habit of buying books and reading them, you may tell him why he is doing so, and what he should buy, and whence.

A man must be told flatly, peremptorily, to *Buy a Book a Week*, and—not at first, but after a time—he will do it. Clubs might be formed and buttons worn; and long before this point is reached, indeed, at the very outset, the whole subject should be turned over

to the best expert advertising opinion, that the matter may be carefully studied. A year may well be spent in preparing such a campaign; as for the money, there should be no difficulty: a small fraction of one per cent of the total book-sales of the country should be levied on every bookseller, wholesale as well as retail—from such an important publisher as Macmillan in New York to such a high, eccentric retailer as George Rigby in Philadelphia. This tax should produce such a sum as would secure the best advertising talent in the country.

"*Buy a Book a Week*." What book? Any book—"The Four Horsemen" or "The Education of Henry Adams,"—and sooner or later we shall have a book-buying public, not merely a group of scattered individuals, to whom 'a home without books is like a room without windows.'

There are plenty of proper advertising media: of newspapers and magazines, having a total circulation of hundreds of millions, there is no lack. And I do not despair of book-shop windows being made at least as attractive as those displaying—what shall I say?—men's hats. Let me expand this idea a little, if idea it is. Shop-windows have an immense advertising value; too frequently they are decorated by the shipping clerk, on a principle which I have never clearly understood.

Let the campaign of education go forward: and let us so carry it on that every he or she who reads may run—to the nearest book-shop. I am not an advertising agency. The subject should be carefully studied by someone of special aptitude and training.

New "Encyclopedia Britannica"

As a result of the war new editions of all the popular dictionaries and encyclopedias are in active preparation, says the *British Weekly*. Mr. Hugh Chisholm has a large staff working under him for the new edition of the "Encyclopædia Britannica." This new edition, the twelfth, will consist of twenty-nine volumes of the eleventh edition and three supplementary volumes uniform with the others in size and amount of matter. About 70 per cent. of the new matter will be devoted to the war, its developments and results, and questions connected with it, while advances in social, economic and industrial affairs will fill the remaining space. Mr. Chisholm and his contributors say that they are meeting the greatest readiness among the officials of the countries lately at war, on both sides, to supply information and give access to documents. All this material is being subjected to careful investigation and impartial study.

Of Profiteering in Poetry

Walter Jerrold in a recent number of the London *Sphere* states one view of the question of anthologies and copyright.

"There have at times been formulated demands for the establishing of a system of perpetual copyright in regard to literary wares, and, but for some recently acquired knowledge, I might still be among those who favored such. Now, however, I have been shown something of the way in which it would work. Supposing there had been perpetual copyright from the early seventeenth century. When William Shakspeare died some shrewd bookseller of the day—the publisher was then in the tadpole stage—would have approached the poet's widow and made her an offer of a certain sum for her late husband's works. Smarting under the will-reference to the 'second best bed,' she might have parted with the copyrights for, say, the sum of £100, and to-day we might be having to pay to that bookseller's successor, say, half-a-crown a line for anything which we wished to quote from the writings of Shakspeare. (The price is not an extravagant surmise; I could cite poets of to-day who do not, in the view of some readers, excel Shakspeare, who charge half-a-guinea for a four-line quotation from their long-published writings.)

"If this be doubted by anyone let him (or her) start upon the pleasant pastime of preparing an anthology for publication. I say advisedly pleasant pastime, because, regarded as a paying proposition, it cannot, editorially, be looked upon as serious work. Having hit upon the theme on which he wishes to anthologise, having marked down the pieces which he remembers, and browsed hither and yon among his books for further likely material, and made a list of all that it seems desirable to him to include, he must then discover which of his finds are common property owing to lapsed copyrights, and which are still under the private ownership of the authors, their heirs, executors, or assigns. (And it will, if my information be correct, be mainly in the last category that he is likely to happen upon members of the profiteering fraternity.)

"Our anthologist who has proceeded thus far, and sent out a series of polite requests to be permitted to use the copyright items he has selected will find cordial permission to use the work of some of the most distinguished of his living contemporaries; he will find writers of very much lesser note giving conditional permission on payment of a fee that is probably not less than that which they received for the original publication; and he will find those who, having acquired the 'rights' in the work of a distinguished deceased author, proceed to fix a market quotation for any literary quotation from that author.

"It is whispered that publishers, in view of the growth of the fashion for antho-

logies have more or less definitely come to an agreement among themselves to 'put up the prices' to discourage the increase of those volumes of selections, presumably under the idea that such miscellanies compete with the sale of complete and collective works. They are, of course, well within their copy-'rights' in the matter, tho the consequence may be not quite fair to the fame of the particular poets whose works have been 'cornered,' nor to the reading public of limited means. It is more than probable, too, that the 'public' which buys anthologies is in the main distinct from that which buys complete collected works, and that the latter may even be recruited from among the former, thanks to the value of anthological 'samples.'

"The lengthening of the period of copyright a few years ago was regarded as a measure of justice to the author; it seems in effect but to have put a little longer lease of power into the hands of possible publisher profiteers. When next the copyright law is altered it might be as well so to amend it as to forbid a publisher being the owner of copyright."

What Sells a Novel?

By an English Bookseller

The *Publishers' Circular* recently published this interesting column of comment, which American dealers will appreciate:

Most new books being novels, the conditions of their profitable handling are of capital importance to author, publisher and bookseller. Good work, in the long run, and other things being equal, will always beat bad. Good writing, good paper, print and binding, and good advertising are the birthday gifts of lucky books. The author and publisher make the book, but the bookseller, selling it to the public, makes the book a success. Let us ask and state, mainly from the bookseller's point of view, what further elements promote the sale of a new novel.

The work of the leading novelists of the day sells itself. The large continuous sale of a new novel by Wells or Conrad is guaranteed by the reputation of the author. The papers cannot but review, the public scarcely can refuse to buy these books. But such novelists and their novels are few. Fiction of the second class is dead in three months or less, except public interest be stimulated and revived by the artifices of modern business.

The output of fiction is so large that none can read more than a few of the new novels which are published. Every reader is compelled to select, and his selection is chiefly guided by the notices seen in the press. Favorable notice of a book augments the sale, but fair criticism does not necessarily diminish it. The public does not want literature, it only wants what it likes. Straightforward reviews which refer novels to certain favored categories—such as romance, adventure, detection,

the occult, etc.—enable readers to indulge an appetite which has grown by what it has fed upon.

Many people who would be bored by a long review read and remember amusing extracts. Pithy and witty quotations impress more favorably than formal praise, are repeated at luncheon and dinner, and lead to that personal mention of author and titles which is the most flattering and effective recommendation. A novel which is discussed over the teacups cannot but sell well.

Novels lacking social prestige may yet be boomed by the bookseller's praise and the artful display given to them in his window and on his shelves and stands. What catches the eye impresses the mind and often decides the choice. This display is to the advantage of both book and bookseller, as author and publisher should realize. The author should be careful to choose a good title, and the publisher a good pictorial wrapper. Many wrappers are not attractive. Others, well drawn and colored, are irrelevant to the story, and create false impressions or raise expectations which the story does not fulfil. Designs for covers should be submitted to the author, and the artist should be encouraged to read the story he is engaged to illustrate. John Lane deserves mention as one of the publishers who issues good wrappers, and those on "The Rough Road," "The Love of an Unknown Soldier," and "The House of Bal-tazar" reach a very high level of excellence and effectiveness.

There is an exception which proves all these rules. A novel may lack all these advantages and yet be an overwhelming success. Let the circulating libraries only forbid it to their patrons, and the sales will touch a record. Everyone must read it; none can borrow it; all will buy it.

On Reading

The London *Athenæum* had in it recently apropos of Sir Arthur Quiller-Couch's "The Art of Reading" some very penetrating comments on the vital relation of reading to criticism:

We must return with all speed from the perilous seas of theoretical criticism to the calmer waters of reading; but the inevitable excursion has shown that there is really no dividing line between them. Reading is reading only if the question-asking imp is present in the background of our consciousness. If he is not there, it is merely a device for killing time. The art of reading is in fact, the art of literary criticism; it depends on our preparedness to answer the question whether and why the story or poem we are reading enlarges our experience, and—thornier question still—why some enlargements of experience are more valuable than others. Let us admit that the answer depends upon temperament; but for any man who has begun to be versed in reading as an art some books will

be more completely relevant, more "central" than others. There is, for instance, the great division between books; those which expand our experience by simple addition, as it were charting a piece of country hitherto blank upon our map, romantic stories for all men, books of travel for the stay-at-home, rural poetry for the town-dweller—books that communicate to us the emotions aroused by objects that have never, and may never, come within the embrace of our actual senses; and there are the books which enlarge our experience by endorsing, intensifying, sublimating it, books that are the expression of an emotional attitude towards life as a whole. These give to us a measure of the universality towards which we instinctively make our stumbling way; they permanently tinge our reactions to life. The world is never the same for us after we have read them. The expansion of experience which they bring differs in kind from the expansion by simple addition. The former books add to our experience; the latter adds to our very capacity for experiencing. They crystallize within us some tiny adamant point to which all actual experience may be referred, and by which it may be instinctively judged. These are the books which we, following Matthew Arnold, accept as great because they contain "criticisms of life"; but we interpret the phrase less narrowly than Arnold, who understood by it hardly more than the magnificent enunciation of profound commonplace. In his day the novel had not yet been recognized as a fit vehicle of impassioned contemplation of life; and if anyone had told him that there was "criticism of life" in Tolstoy's "Anna Karenina," just as in the "Divina Commedia," he would have been bewildered. Nevertheless, Arnold was in the right way as few of his contemporaries were, and we need not be impatient with him because he could not formulate to himself the truth that the reflection of life in the mirror of an individual soul may contain a more fundamental criticism of life than the gorgeous lines of Dante that so fascinated him.

*"Nessun maggior dolore
Che ricordarsi del tempo felice
Nella miseria."*

(There is no greater woe
Than in the hour of misery to recall
The happy days of yore.)

OF THE fifty-odd specimens of books printed by Bruce Rogers during his connection with the Riverside Press, and recently acquired by the British Museum, the London *Athenæum* regards the "Song of Roland" (translated by Isabel Butler, 1906) as "the finest" in the entire collection, tho the octave of selections from W. M. Praed's light verse (1909) is said to be "quite as successful in its entirely different way." Another volume selected for especial praise is the "Compleat Angler" (1909), printed in the Riverside Caslon type and carrying on the title a "conspicuously successful vignette."

English Book-Trade News

From Our London Correspondent.

During July 1,424,768 cwts. of paper were imported into the United Kingdom. In July, 1913, the amount which came in reached the total of 1,207,370 cwts. The value of the month's (July) imports amounted to £3,452,614, which are remarkable figures when compared with those of July, 1913, i. e., £706,919. The difference between the imports for 1920, as compared with those for 1913 is, in cwts. 217,398, but the difference in figures of value amounts to £2,745,695.

Publishers are well advanced with their fall list, as the recent excellent Export Number of *The Publishers' Circular* gave evidence. The *P. C.*, as it is familiarly known thruout the trade, is an emporium of information, and I doubt if any publisher or bookseller misses it each Saturday. Moreover, it is widely read among the assistants, too. The editor, R. B. Marston, is held in high and affectionate esteem among all, and he has done much in behalf of international copyright.

Swedish mills, which make the paper used by the dailies and the evenings, produced something like 100,000 tons last year, but it is hoped, as a result of bigger enterprise and larger plants, to produce 100 per cent more this year.

It is said that over 50 British newspapers are buying their paper supplies from Finland.

Major G. B. Bowes, M.A., has printed in pamphlet form his excellent paper on "Education and the Book Trade," which he read at the annual meeting of the Associated Booksellers of Great Britain and Ireland at Cardiff in May last. We know he would, indeed, be glad to send a copy of it to any bookseller or publisher who is interested in this vital matter. Major Bowes may be reached at Cambridge, England.

There are some pertinent remarks in a recent issue of *The Book Post* about publishers' advertising. Most British papers cater to the publishers, and they assure the advertiser of the excellent results which may be obtained as a result of the announcements. Unfortunately, it is very rarely that a publisher's advertisement is able to be keyed and the results tabulated. In ninety-nine cases out of one hundred the prospective buyer does not write direct to the publisher, but goes his way—as he should—to the bookseller, and from him makes the purchase. It is possible to spend a great deal of money in advertising and not sell another copy of the book dealt with, but the announcement may have been the means of disposing of the whole stock in the bookseller's shops and no more copies were ordered. How far should a publisher follow such a line of action? The bookseller says "always," but the publisher might reasonably say that the bookseller ought to play a part in disposing of his stock, and if, as a result of a special advertising campaign on the publisher's part, the stock is lifted, well, then, the bookseller should lay in

fresh supplies. But the whole business of advertising is fraught with shrewdly hidden pitfalls, and it behooves careful examination of the ground before the orders are lavishly placed. Fortunes have been wasted this way, and great schemes and promising ones seriously jeopardized and sometimes ruined. The plans must be based upon experience, shrewdness, vision and instinct, plus a large measure of sound judgment, without which no advertising will be successful. Trade papers must be supported, and the displays should be official and certainly distinctive. Then, such journals as the *London Times Literary Supplement* and the book review of the *New York Times* and similar journals should be regularly used. After these, special plans must be dealt with, as the immediate scheme requires. Unless the man is a genius, the advertising of books should be carefully discussed by the heads of all departments, for it can easily be the most spendthrift department of a publishing business, and it can very well be the most money-getting department. But there are other directions of advertising besides taking space in journals, by which books may be sold—as a well organized publishing house knows. But that's its own secret. This is what the *Book Post* says about the PUBLISHERS' WEEKLY:

"A study of the advertising pages of our contemporary, the PUBLISHERS' WEEKLY of America, shows a striking difference in advertising methods. Because it is possible that in the wording and display of advertisements lies the solution of the English problem, we devote a paragraph or two to examine the method of the American publisher as it is exemplified in a trade paper.

"In the first place, the American publisher believes he is addressing a keen bookseller; and he addresses him not as a class but as an individual—'Do you realise the huge public that is waiting for this book? And do you want to get *your share* of the business?' is a typical but feeble imitation of the 'punch'—their own expressive word—that the American publisher puts into his advertising of books in a journal meant for booksellers only. The publicity man in an American publisher's treats books with no more reserve than he would treat soft goods. He believes in the hypnotising effect of words, and oft-repeated 'punch,' and he gets there."

DR. WILFRED GRENFELL has just arrived in this country. His visit is in connection with the movement which has been set afoot for the perpetuation of his great work on the Labrador. One of the most recent, and interesting, accounts of that work is "With Grenfell on the Labrador," written by Fullerton L. Waldo, Associate editor of the *Philadelphia Public Ledger*, and published by the Revell Company. Mr. Waldo is at present in Russia, studying conditions in that distraught and harried country.

English Commendation of Advertising Campaign

Grant Richards the London publisher has written this interesting letter to the *London Times*. It may have the boomerang power to stimulate American publishers and booksellers to keep the lead.

"I suggested recently, some of your readers may remember, that the habit of reading and buying books might be greatly fostered in England if the publishers would get together and subscribe to a fund to pay for a week or two of intensive advertising of books in the coming autumn. Such advertising as I had in mind would not deal with the production of any one house, nor would it name any particular book; it would aim at attracting the very large public which is willing to spend money on almost anything rather than on books. Publishers and authors have written to me in support of my suggestion; and I see that to some extent it is the subject of a long article "For Improving the Book Trade," in the *Publishers' Circular* of August 14. If anything is to be done the work should be put in hand at once; November would be the best time for the advertisements to appear, and arrangements to that end would have to be made some considerable time before-hand. I am sure, however, that no such campaign would be of the slightest use unless it were entered on whole-heartedly and in a large way. The spending of a few hundred pounds would be comparatively useless.

"I am moved to write to you now not only as a result of letters that I have received, but because B. W. Matz, editor of the *Dickensian*, a man in authority in the book-trade, has sent me an article from the *New York Times Book Review* of August 1 which shows that the American publishers have forestalled in detail my idea; that they have already started just such a campaign as I have suggested for Great Britain; and that they have inaugurated 'an advertising campaign involving the expenditure of \$100,000 to carry the appeal: Buy more books; give more books; read more books to the American people.' All this is to be done—

without reference in a single line of copy to the title of a book or the name of a publisher. . . . The book business is reaching out for the man who has never really known the pleasures that live within cloth covers, and what it wants to sell him is really not a commodity, not a service, but the most joyous of habits.

"It seems that all the important American publishers are behind this movement and that they are acting thru a committee of publishers, booksellers, and trade journalists. Their argument is the argument I have myself advanced:—

People who have money to spend on the theatre, on the movies, on sports and entertainments of a dozen varieties, have no money to spend on books, and the only explanation that can be given is that it simply never occurs to them to buy books.

"The advertisements, I gather, will ask for

the co-operation of the man who has already learned the habit of reading and buying.

So Mr. Bookworm, when the good word starts going the rounds, don't say, 'That doesn't mean me—I have always bought and read books.' But go after your neighbour across the street, who never read a book since he came out of high school, except an automobile hand-book—and only read that when his car broke down ten miles out of town—and inject the subtle virus of suggestion into his system by asking, 'By the way, what books have you bought lately.' For people get tired of tending a thin white flame after a while. In the book business, it's about time for a conflagration.

"Now, as I have said, I did not know of this campaign in America; but obviously that very hard-headed set of business men, American publishers, would never have got started on it, would never have decided to lay out as much as \$100,000, unless they had worked out to their own satisfaction the likely results. If it is worth the while of the Americans to plan this thing, it is certainly worth ours. We have, I think, in proportion many more practising booksellers; the distances are not so great; book-shops are more generally accessible. I am sure that if it were approached from the proper quarters the American committee would be glad to furnish full details of its scheme, which need not be adopted as a whole but could be modified to suit our own conditions. And this, as they would say on the other side, is the time to get busy. With deference, I suggest that the whole thing is worth the immediate consideration of the officers of the Publishers' Association.

Yours faithfully,
GRANT RICHARDS."

The Caravan Completes Its Tour of Resorts

On September 23rd the Book Caravan reached Lake Placid, its farthest point and then it makes its way back to Boston and the Bookshop for Boys and Girls via Amherst and Mt. Holyoke.

Miss Washburne who has done the driving was obliged to leave the car in the Berkshires and Miss Frank has now preceded the car to Lake Placid in order to get a deserved rest. On the last stretch from the Berkshires on, Miss Darling of the Bookshop will be in charge, with Miss Harding driving.

At the New York Library Association Convention at the Lake Placid Club Miss Frank gave a talk on her summer's experience.

Binding Supplies in England

September first quotations in London give linen buckram at 6s. a yard, which before the war was 1s 5d.; glue 13s. per cwt. compared to 3s. at pre-war rates; cloth 1s. 2d to 1s. 10d. per square yard compared with 5d. pre-war rate.

THERE IS A rumor that Baroness von Hutton is about to visit America.

AMONG THE PUBLISHERS

COMPTON MACKENZIE'S much discussed novel, "The Vanity Girl" has been published in this country by Harper.

"A WOMAN'S Point of View—Some Roads to Peace," Harriet Stanton Blatch's new book, is dedicated "To the mothers of every nation of the world." (Womans Press).

"THE JUNKMAN and Other Poems," which Doubleday, Page & Company announce for publication on September 24th, is Richard Le Gallienne's first book to appear since the war, and records the reactions of this distinguished poet to the most brutal of all realities.

A CABLE despatch just received announces the marriage of Frank Swinnerton to Miss Helen Dircks. Her book of poems, "Passenger," will be issued September 29 by George Doran. Mr. Swinnerton has contributed a charming preface to the poems. It is rumored that Mr. Swinnerton has completed a new novel, which will appear in the late winter.

LITTLE, BROWN & COMPANY announce the following reprintings of the books of W. L. George, the English author, who is now on an American lecture tour: "Second Blooming," fifteenth printing; "The Little Beloved," fourth printing; "Blind Alley," "Stranger's Wedding" and "The Intelligence of Women," third printing.

AFTER ALL why is MacSwiney starving? Going without breakfast in order to get to the office on time is a small size denial not too hard to understand. What sort of idea is it that can make a man go thirty-five days without that three-times-a-day-comforter? "The Evolution of Sinn Fein" by Robert Mitchell Henry (Huebsch) tells the story of the unfolding of the idea that keeps the Lord Mayor and his colleagues from eating, the story that has made Ireland the center of struggle discord, heroism and defeat for centuries.

FOLLOWING upon the successful screen presentation of the trio of Mark Twain features "Tom Sawyer," "Huckleberry Finn," and "Huck and Tom," comes the announcement that William Faversham will present a dramatization of Mark Twain's "The Prince and the Pauper," and that Emmet J. Flynn is preparing a screen version of Twain's historical story of the Middle Ages, "A Connecticut Yankee in King Arthur's Court." The Harpers, Mark Twain's publishers, have responded to the demand for companionable volumes of the great humorist's works, with a complete edition of Mark Twain's works, pocket size, bound in flexible leather.

JAMES BRANCH CABELL is reissuing his volume of seven years ago, "The Soul of Melicent," under the new title "Domnei." (McBride).

A BEAUTIFUL book which has come from the Stokes this week is Charles Decoster's "Flemish Legends" translated from the French by Harold Taylor. It is illustrated by eight woodcuts by Albert Delstanche.

"BRITE AND FAIR" is the funniest part of the famous Plupy's diary, "the things they didn't dass print," which Judge Shute, author of "The Real Diary of a Real Boy" has now been persuaded to publish. (Cosmopolitan.)

DAVID EDSTROM, the sculptor, is celebrating the success of the Suffrage Amendment with a piece of work entitled "Woman as Prophet," for which he has asked Mrs. Mary Austin, the novelist whose "26 Jayne Street" was published by Houghton Mifflin last May, to sit for him.

MABEL T. BOARDMAN, author of "Under the Red Cross Flag," (Lippincott) has just been appointed by President Wilson on the Board of Commissioners of the District of Columbia. She has become one of Washington's most prominent and public spirited persons, and it was due almost entirely to her efforts that the useful and beneficent agency of the American Red Cross was made available to the people of this country and the world.

WRITING in "The Bowling Green," his column in The New York *Evening Post*, May 25, 1920, Christopher Morley lamented thus concerning H. M. Tomlinson's book, "The Sea and the Jungle:" "It is an odd thing, it is a quaint thing, it is a thing that would seem inconceivable. . . that a book of this sort should lie perdu on the shelves of a few libraries. Yet one must not leap too heartily to the wrong conclusion. The reading public is avid of good books, but it does not hear about them. Now we would venture to say that we know fifty people—nay, two hundred and fifty—who would never have done thanking us if we could lay a copy of a book of this sort in their hand. They would think it the greatest favor we could do them if we could tell them where they could go and lay down honest money and buy it. And we have to retort that it is out of print, not procurable." Mr. Morley and other book lovers need lament no longer concerning this rare bit of real literature. For E. P. Dutton & Co. who published "The Sea and the Jungle" in 1913, have just brought the book out in a new edition. The original American edition was soon exhausted, and the war drew public interest so intently to other things that the volume remained out of print until now.

CHANGES IN PRICE

THE CENTURY CO

The prices of the following Century titles will be, when published, as follows, instead of the prices given in the Trade List Annual

Samuel Lyle, Criminologist, \$1.90.

Lighting the Home, \$2.00.

Jimmy Bunn Stories, \$1.50.

HARPER & BROTHERS

In Berkshire Fields, W. P. Eaton, scheduled for publication October 8th will be \$3.50 instead of \$3.00.

MARSHALL JONES COMPANY

Historic Trees of Massachusetts, James R. Simmons, net \$4.

Nemesis of Mediocrity, Ralph Adams Cram, net \$1.25.

Great Thousand Years and Ten Years After, Ralph Adams Cram, net \$1.25.

The Sins of the Fathers, Ralph Adams Cram, net \$1.50.

Walled Towns, Ralph Adams Cram, net \$1.50.

Gold, Frankincense and Myrrh, Ralph Adams Cram, net \$1.50.

The Significance of Gothic Art, Ralph Adams Cram, net 20c.

Architecture in Its Relation to Civilization, Ralph Adams Cram, net 20c.

JOHN LANE COMPANY

The Collected Poems of Rupert Brooke, \$3.00 net.

India's Love Lyrics, by Laurence Hope, \$3.00 net.

Forthcoming Events

October 5-7. Annual meeting of the Ohio Library Association, Hotel Statler, Cleveland.

October 12-14. Annual meeting of the Illinois Library Association at Springfield.

October 13. Booksellers' League, New York. First dinner of the season of 1920-1921.

October 13-15. Annual Meeting of the Wisconsin Library Association at Madison.

October 18-23. Marshall Field and Co. Chicago Book Fair.

October 21. Woman's National Book Association Dinner. Miss Mary Frank will speak on the summer adventures of the Book Caravan.

October 25-27. Annual Meeting of the Kansas Library Association at Salina.

November 15-20. Harris-Emery Co. Des Moines, Ia., Book Fair.

November 15-20. Children's Book Week.

Obituary Notes

EDGERTON CASTLE, English author and newspaper director, died in London, September 17, at the age of sixty-two. He was a prolific writer of novels and plays, his first works appearing in the early eighties. Some of his plays, among them "The Pride of Jennico" and "The Bath Comedy," were produced in America. His play, "Desperate Remedies," was written especially for Richard Mansfield. Many of his novels were written in collaboration with his wife, Agnes Castle. Among the many titles booksellers will remember "The Hope of the House," "The Lure of Life," "New Wine," "Wolf Lure." Mr. Castle was chairman of the company publishing the Liverpool *Mercury*, and since its

amalgamation with the *Daily Post*, has been a director of the Liverpool *Daily Post* and *Mercury* and the *Echo*. An expert swordsman, Mr. Castle was captain of the British foils and sabre teams at the Olympic games in 1908.

AMBROSE C. DEARBORN, Treasurer of Henry Holt & Co., died suddenly at his home in New York on September 19th. He was 47 years old and had been connected with his firm for over twenty years.

Periodical Notes

Reedy's Mirror has made its farewell appearance, composed entirely of selections from the writings of its famous founder. Mrs. Reedy decided to discontinue its publication, but a movement is on foot to revive the weekly under new management.

IN THE course of the year 1920, there will be issued the international review of statistics, entitled *Metron*, under the direction of Professor Corrado Gini, of the University of Padua, Italy. The review will be issued quarterly, each number containing 180-200 pages, and consisting of original articles on statistical methodology and its application to various branches of sciences and reviews of or discussions on the principal results obtained by statistical methods in the various fields of science or otherwise interesting statistics. The articles and reviews may be written in Italian, French, English and German.

Personal Notes

GUY BICKERS, managing director of George Bell & Sons, London, is sailing this week for England after a business visit of a few weeks in this country.

PERCY A. LORING has resigned from Marshall Jones Company and joined the staff of The Medici Society of Boston which is now under the management of Ralph T. Hale. John J. Mullen, formerly of Small, Maynard and Company, is representing The Medici Society in New York and other cities outside of New England in the east and as far west as Chicago in books, greeting cards, calendars and post cards. George R. Powell of New York City is carrying the Medici Prints and other art reproductions of the Medici Society.

Business Notes

NEW YORK CITY—James B. Pond, trading as J. B. Pond Lyceum Bureau, has been adjudged in bankruptcy. In addition to the better known activities of the business, a small book publishing department was conducted.

NEW YORK CITY—The capital stock of the Charles E. Merrill Co. has been increased to \$360,000.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Tt. (32mo: 12½cm.); Ff. 48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Abet, Adam

Social conscience; or, homocracy versus monocracy in story, verse and essay. 16+474 p. D c. Bridgeport, Conn. Co-operative Pub. Co. \$3 n.

Alexander, Hartley Burr

Latin-American; v. II. 13+424 p. (43¼ p. bibl.) front. pls. (part col.) maps O (The mythology of all races in 13 v., Louis Herbert Gray, ed.) c. Boston, M. Jones \$7 n.

The mythology of the Antilles, Mexico, Yucatan, Central America, Andean North and South, the tropical forests, and the Pampas to the Land of Fire. There are 42 illustrations in half tone and color.

Barton, William Eleazar

Four hitherto unpublished Gospels; a series of character studies cast in the form of personal memoirs of John the Baptist, Andrew the Brother of Simon Peter, Judas Iscariot, James the brother of Jesus. 13+149 p. S [c. '20] N. Y., Doran \$1.50 n.

Beaman, Ardern George

The squadron. 15+306 p. plans D N. Y., J. Lane. \$2.50 n.

Narrative of the British cavalry and its heroic deeds on the Western Front and of which comparatively little was known until the final stages of the war.

Blow, Ben

California highways; a descriptive record of road development by the State and by such Counties as have paved highways. 18+308 p. front. il. pls. maps (part fold and 1 in pocket) c. San Francisco, Cal., Cal. State Auto Assn. \$6 n.

History of the making of, and the finished ribbon roads of California. Author is Manager Good Roads Bureau. Index.

Bonser, Frederick Gordon

The elementary school curriculum. 16+466 p. D c. N. Y., Macmillan \$2.20 n.

Boyer, Wilbur S.

Johnnie Kelly. 6+301 p. front. il. D c.

Bost., Houghton Mifflin \$2 n.

Humorous story of the son of a New York policeman who rises to be the leader not only of "the gang" but of the school, and of his adventures with the children of the so-called "upper class."

Bradley, Arthur Granville

A book of the Severn; with 16 il. in color by R. H. Buxton. 351 p. col. front. pls. (col.) O N. Y., Dodd, Mead \$5 n.

Following the Severn from its source in Plym-limmon to Gloucester, the author describes the beautiful Welsh and English Country thru which it flows, and the castles, churches, villages and legends are woven into this chronicle of a wayfarer.

Brower, Harriette Moore

Self-help in piano study; practical lessons in piano technic, and plain talks with piano teachers and students. 9+229 p. front. (por.) music D [c. '20] N. Y., Stokes \$1.50 n.

Partial contents: The principles of piano playing; Time keeping and the trill; The study of rhythm; On memorizing; Points for parents to think of.

Brown, Abbie Farwell

Heart of New England [verse]. 10+144 p. D c. Bost., Houghton Mifflin bds. \$1.50 n.

New England poems of yesterday and today for mature readers.

Bryant, Alice C., ed.

A treasury of hero tales. 6+128 p. front. pls. D [c. '20] N. Y., Crowell \$1 n.

Stories from Greek, Norse, French, Danish, and Irish mythology.

Burke, Kathleen

Little heroes of France; il. by Paul Verrees. 15+223 p. front. il. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

Twelve stories of the heroism of little children of France during the war.

Buttree, J. Edmund

The despoilers; stories of the North Dakota grain fields. 314 p. pls. D [c. '20] Bost., Christopher Pub. House, 1140 Columbus Ave. \$2 n.

Author's summary of the activities of the Non-partisan League.

Announcement of a popular commentary on the Holy Scriptures and suggestions to contributors. 22 p. nar. T Phil., Jewish Pub. Society pap.

Bamesberger, Velda C.

Standard requirements for memorizing literary material. 93 p. tabs. O (Bu. of educ. research,

bull. no. 3) c. Urbana, Ill., Univ. of Illinois Press pap. 50 c. n.

Bulletin of information for immigrants; issued by the commission of immigration and housing of California. 1 p. O [c. '20] Sacramento, Cal., State Pr. Office pap. gratis

Canby, Henry Seidel

Everyday Americans. 6+183 p. D '20 c. '19-'20 N. Y., Century Co. \$1.75 n.

Partial contents: The American mind; American idealism; Literature in America. The bourgeois American. Author is editor of The Literary Review, New York Evening Post.

Church (The) and industrial reconstruction;

[report of] the committee on the war and the war and religious outlook. 8+296 p. (13¼ p. bibl.) O c. N. Y., Assn. Press \$2 n.

Discussion of the industrial problem from the viewpoint of the Christian Gospel.

Coleridge, Stephen

The idolatry of science. 8+99 p. D N. Y., J. Lane \$1.25 n.

Partial contents: The great usurpation; Sentimentalists and faddists; Scientific cock-a-doodle; The ignorance and absurdity of the scientific; Science and ugliness.

Cornman, Oliver Perry, and Gerson, Oscar

Geography primer; with introd. by Fred-eric L. Luqueer [Grades 4A and 4B, New York City ed.] 5+192 p. il. maps D c. N. Y., Hinds, Hayden & Eldridge 85 c. n.

Cree, Paymaster-Commander A. M.

Handbook of ball-room dancing; with an introd. by George Grossmith; il. with diagrams. 88 p. D N. Y., J. Lane \$1.25 n.

D'Arlon, Bénédict H., and Gielly, George A.

La correspondance élémentaire; (French commercial correspondence). 8+115 p. S (Gregg modern language ser.) [c. '20] N. Y., Gregg Pub. 88 c. n.

Davis, John Walter, and Davis, John W.

A brief physical geography. 237 p. front. il. maps D N. Y., Hinds, Hayden & Eldredge \$1 n.

Dawes, Chester L.

Course in electrical engineering, v. 1—Direct currents; [with 399 il.] 496 p. il. O (Electrical engineering texts) c. N. Y., McGraw-Hill \$4 n.

The first vol. of a 2 vol. course covering in a simple manner the general field of electrical engineering. Author is assistant professor of electrical engineering, Harvard University.

De Coster, Charles

Flemish legends; with 8 woodcuts by Albert Delstanche; tr. from the French by Harold Taylor. 11+170 p. front. il. O N. Y., Stokes bds. \$3 n.

These Belgian tales are translated and put within the reach of English readers for the first time.

Canu, Ferdinand, and Bassler, Ray Smith

North American early Tertiary Bryozoa. 2 pts. [pt. 2 contains pls. only.] 20+877; 163 p. (with bibl.) O (Nat. bull. no. 106) Wash., D. C., Smithsonian Inst., Gov. Pr. Off., Supt. of Doc. \$2.50 set.

Dearborn, Ned

Rabbit raising. [Bu. of biological survey]. 35 p. il. O (U. S. Dept. of Agric., farmer's bull. 1090) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Dixon, Hugh Neville

Reports upon two collections of mosses from British East Africa; with two plates. 20 p. (Smithsonian misc. collections, v. 72, no. 3, pub.

DeLaney, Paul

The toll of the sands; a western novel; being a dramatic story of love and adventure in the desert; introd. by William MacLeod Raine. 333 p. il. pls. D Denver, Col., Smith-Brooks Printing Co., Dept. D, 1733 California St. \$1.75 n.

Story of "Death Valley" in the days of the gold rush and the adventures of the men who searched the mountains and plains for treasure.

Dennis, Enid Maud

Mr. Coleman, Gent.; a romance. 354 p. D N. Y. Kenedy \$2.25 n.

Story of a criminal who lived in England in 1664, told in romantic style, "and does not pretend to be history."

Deschanel, Paul

Gambetta. 8+335 p. front. por. O N. Y., Dodd, Mead \$4 n.

Life and achievements of M. Leon Gambetta, who for thirty years, or more, had been a power in French Parliamentary life, written by the President of France, who had been closely associated with him from time to time during his career.

Donnelly, Francis Patrick

The art of interesting; its theory and practice for speakers and writers. 9+321 p. D c. N. Y., Kenedy \$1.75 n.

Partial contents: The tiresome speaker; The imagination of the speaker; Memory as a test of interest; Literary agility; Is esthetic emotion a spfnal thrill?

Durstine, Roy S.

Making advertisements, and making them pay. 262 p. il. O c. N. Y., Scribner \$3 n.

Aims to help the writer of advertisements by presenting ideas which stimulate brains. Partial contents: Which comes first—copy or illustration?; Getting out of a rut; Lifting dead weight; Sincerity; Ideas on idea advertising.

Eekhof, A.

Three unknown documents concerning the Pilgrim Fathers in Holland, with 6 facsimiles. 48 p. pls. O N. Y., F. C. Stechert [Agt.] pap. \$1 n.

Euclid

Girolamo Saccheri's Euclides Vindicatus; ed. and tr. by George Bruce Halsted. 30+246 p. il. (problems) O c. Chic., Open Court Pub. \$2 n.

This Latin-English edition is a revision of the first ever made into any language, published in 1894, but long out of print.

Fish, Fred Alan

Fundamental principles of electric and magnetic circuits. 200 p. il. O ['20] N. Y., McGraw-Hill \$2.75 n.

Partial contents: Magnetism and electricity; Electromagnetism; Non-harmonic waves; Polyphase currents. Author is professor-in-charge, Electrical Engineering Dept., Iowa State College.

2583, Sept. 1, '20) Wash., D. C., Smithsonian Inst. pap. 20 c.

"Draughtsman (The)"; a book of the bungalow; showing the latest and advanced designs of this particular type of architecture. [5th ed., rev.] 62 p. il. plans Q c. Los Angeles, Cal., De Luxe Building Co. pap. 50 c.

Farm gardening as a vocation; to the disabled soldiers, sailors, and marines, to aid them in choosing a vocation; prepared by Walter Jacob Quick. 24 p. il. O (Opportunity monograph, Mar. 1920; vocational rehabilitation ser., no. 44) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. gratis

Forbes, Lady Helen Emily

The Saga of the Seventh Division [verse]. 72 p. O N. Y., J. Lane bds. \$1.50 n.

An elegy in blank verse of the Seventh Division (British) which went into action 18,000 strong, and withdrew with 2,000, having held the line for sixteen days against 340,000 Germans at Ypres.

Fowler, Charles Evan

Ordinary foundations; 4th ed., rev. and enl.; being v. 1 of Engineering and building foundations. 531 p. il. O N. Y., Wiley \$5 n.

This work is to be published in 3 vols. and will eventually supercede "A practical treatise on subaqueous foundations."

Fraser, Chelsea Curtis

Boys' book of sea fights; famous naval engagements from Drake to Beatty; with maps. 8+333 p. front. pls. maps (part fold.) D [c. '20] N. Y., Crowell \$1.75 n.

A journey thru the naval history of the British and American fleets, from the early adventures of Drake to the Battle of Jutland.

Goldman, O. B.

Financial engineering; a text for consulting, managing and designing engineers and for students. 10+271 p. O [c. '20] N. Y., Wiley \$3.50 n.

Extends engineering over business and administrative problems, teaching how to translate engineering factors into dollars and cents; mathematical deductions are worked out in detail. Author is professor of heat engineering, Oregon State Agric. College.

Goodwin, John Abbott

The Pilgrim Republic; an historical review of the Colony of New Plymouth; with sketches of the rise of other New England settlements, the history of Congregationalism and the creeds of the period. Tercentenary ed. 41+662 p. tabs. maps O '20 c. '79-'88 Bost., Houghton Mifflin \$7.50 n.

Grantham, A. E.

The wisdom of Akhnaton [verse]. 17+179 p. D N. Y., J. Lane bds. \$1.50 n.

Haldane, Richard Burden, Viscount

The problem of nationalization; with an introd. by Harold J. Laski. 40 p. Q (Dunster House papers no. 2) Cambridge, Mass., Dunster House Bookshop pap. 75 c.

Harris, Frank

Contemporary portraits; second series. 345 p. il. D c. N. Y. [Author], 57 5th Ave. \$3.50

Pen portraits of famous men, among them G. B. Shaw, Kipling, Dunsany, Lionel Johnson, Hubert Crackanthrope, Pierre Loti, Viscount Grey, David Lloyd George, Clemenceau.

Harris, Franklin Stewart

Soil alkali; its origin, nature and treatment. 13+258 p. il. D [c. '20] N. Y., Wiley \$2.50 n.

A text and reference work for students of soils, and others who are interested in arid agriculture. Author is professor of agronomy, Utah Agric. College.

Hicks, Warren E.

New champion spelling book. 248 p. D c. N. Y., Am. Book Co. 48 c. n.

Home reading with school credit, 1920; co-operating to make reading lead away from a mechanical process to the love of books; grades 3-8; 6 v. no paging blanks Q c. Youngstown, O., Public Library pap. 35 c. ea.; \$2 set

Horgan, Stephen H.

Photo-engraving primer; concise instructions for apprentice engravers or for those seeking simple yet practical knowledge of line and half-tone engraving. 6+81 p. tabs. formulas D c. Bost., Am. Photographic Pub. Co., 221 Columbus Ave. \$1.50 n.

Partial contents: Requisites of negative making; The printing darkroom; Half-tone screen; Coloring and developing the enamel; Drying and burning-in; Vignetting. Glossary; index.

Joint commission on unification of the Methodist Episcopal Church; v. 1, Proceedings at Baltimore, Md., Dec. 28, 1916-Jan. 2, 1917, and at Traverse City, Mich., June 27-30, 1917; v. 2, Proceedings at Savannah, Ga., Jan. 23-Feb. 6, 1918. 504; 688 p. O [c. '18-'20] N. Y. and Cin., Meth. Bk. Concern \$5 n.

Keller, Arthur Ignatius

A series of American monographs; figure studies from life; pt. 1. 40 p. pls. F [c. '20] N. Y., H. C. Perleberg bds. \$20 n.

A portfolio of drawings reproduced in sepia tones.

Klein, Herman

The reign of Patti; il. with photographs. 9+470 p. front. por. pls. O c. N. Y., Century \$5 n.

The authorized biography of Adelina Patti, giving a history of her life, her art and her career until her death in 1919, taken from biographical material which was in the hands of her family.

Knipe, Emilie Benson [Mrs. Alden Arthur Knipe], and Knipe, Alden Arthur

A Mayflower maid; il. by [author]. 287 p. front. pls. D c. N. Y., Century \$1.90 n.

Story for girls woven around a motherless Puritan girl who came to America on the "Mayflower" and of her friends, Myles Standish, Priscilla Mullens and John Alden.

Hirsh, Hugo

A woman's heart and other poems. 44 p. front. (por.) O c. Woodstock, Vt., The Elm Tree Press [priv. pr.]

Immigration restriction. 101 p. [5 p. bibl.] O (Univ. of N. C. record, no. 169, Oct. 1919 [extension ser.

34]) Chapel Hill, N. C., North Carolina Univ. 50 c.

Jewish (The) classics series. general statement and instructions to contributors. 24 p. S Phil., Jewish Pub. Society pap.

Levison, Eric

Hidden eyes; with front., by Sidney Riesenberg. 344 p. D [c. '20] Indianapolis, Bobbs-Merrill \$1.75 n.

Mystery story of a hyptonized man, and the strange occult forces at work in a number of bank robberies.

Loose, Harry J.

The Shamus; a true tale of thieftom and and exposé of the real system in crime. 296 p. front. (por.) D [c. '20] Bost., Christopher Pub. House \$2 n.

Stories from the world of the pickpocket, the safe-blower, the shoplifter and other members of the underworld told by a detective of the Chicago Police Dept.

Lumholtz, Karl Sofus

Through Central Borneo; an account of two years travel in the land of the Head-hunters between the years of 1913 and 1917; with il. from photographs by the author and with [fold.] map. 2 v. 27+467 p. front. (port.) pls. diagrs. O c. N. Y., Scribner \$7.50 n.

A narrative embracing among other things the life, habits and customs of these people, as well as the natural resources of the country and a close study of the animal life. Index.

Mackenzie, Compton, i. e. Edward Montagu Compton

The vanity girl. 366 p. D c. N. Y., Harper \$2 n.

Tale of theatrical life in London and of the marriage of an actress into the nobility.

Macnicol, Nicol

Psalms of Maratha; 108 hymns translated from the Marathi. 95 p. il. O (Heritage of India ser.) N. Y., Oxford Univ. \$1.15 n.

Translations of the poems chiefly by the principal Vaisnavite poets of the Maratha renaissance during which the great poets and saints of Maharashtra flourished which extends from the 13th to the 17th century.

Marden, Orison Swett

Success fundamentals. 307 p. front. (por.) D (The Marden inspirational books) [c. '20] N. Y., Crowell \$2 n.

Essays of the important elements which go to make up success, such as health, confidence, efficiency and knowledge of one's own resources.

Marsh, Robert, jr.

Steam shovel mining; a concise, practical treatment of the principles and modern power-excavators. 258 p. il. O [c. '20] N. Y., McGraw-Hill \$3.50 n.

Partial contents: Mechanical equipment; Methods of attack; Disposal of material; Cost of shovel work; Administration.

Meninsky, Bernard

Mother and child; twenty-eight drawings; with text by Jan Gordon. 25 p. col. front. pls. O N. Y., J. Lane bds. \$4 n.

Mercado, Julio

Manual de correspondencia commercial [Spanish]. 91 p. S (Gregg modern language ser.) [c. '20] N. Y., Gregg Pub. 88 c. n.

Miscellany (A) of American poetry, 1920. 8+187 p. D c. N. Y., Harcourt, B. & H. bds. \$2 n.

With the exception of seven poems, not any of the 96 in the book have ever been published before. They represent the writings of Conrad Aiken, Robert Frost, J. G. Fletcher, James Oppenheim, Edwin A. Robinson, Sara Teasdale and others.

Money, Rev. W. B.

Humours of a parish and other quaintnesses; with a preface by Walter Herries Pollock. 13+203 p. front. (por.) pls. D N. Y., J. Lane \$1.75 n.

Stories and anecdotes by a famous Cambridge cricket-player in the seventies, arising from his life as sportsman and clergyman.

Napier, Margaret

Songs of the dead; with an introd. by Edward Garnett [verse]. 52 p. O N. Y., J. Lane bds. \$1.50 n.

Ochsner, Albert John, ed.

Surgical diagnosis and treatment; by American authors. 4 v. 850 p. ea. il. (part col.) O c. Phil., Lea & Febiger \$40 n. per set

The why and how of surgical problems described by seventy-six of the greatest surgeons of America. Editor is professor of surgery, Univ. of Illinois, and Surgeon-in-chief to the Augustana and St. Mary's hospitals, Chicago.

Olson, Ernst, ed.

Reclaimed; the story of a parish; rendered from the Swedish of Hillis Grane. 152 p. front. pls. D [c. '20] Rock Island, Ill., Augustana Bk. Concern 65 c.

Lambert, Henri

The false peace; protectionism means endless conflict. 8 p. O Bost., International Free Trade League, 38 St. Botolph St.

McDonnell, Curtis Criss, Roark, Ruric Creegan, and Keenan, George Lawrence

Insect powder. 100 p. [8 p. bibl.] pls. O (U. S. Dept. of Agric. bull. no. 824) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 20 c

New York State workmen's compensation law; with amendments, additions and annotations to August 1, 1919; issued under the direction of the Industrial Commission; prepared by the Bu. of Statistics and Information. 104 p. O Albany, N. Y., State of N. Y. Dept. of Labor pap.

New York (State) University

Slides and photographs; list 29; birds of New

York State. 172 p. O (State Dept. of Educ., Visual Instruction Div.) Albany, N. Y., Univ. of the State of N. Y. pap.

Oppen, Lucy

Further steps in teaching health. 20 p. [1 p. bibl.] il. music O (Bu. of Educ. health ser. no. 6) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Our Father's gifts; prepared for the Dept. of religious educ., Protestant Episcopal Church; for trial use, in the hope that the experience of teachers, through the leading of the Holy Spirit, may constantly enrich and improve the course. 43+123 p. D (Teacher's manual, Christian nurture ser., course B.) c. Milwaukee, Wis., Morehouse Pub. pap. 40 c.

Osborne, William Alexander

William Sutherland; a biography. 101 p. front. (por.) pls. (part col.) nar. D N. Y., [Imported by] Brentano's \$3 n.

An intimate story of the life of the great Australian scientist, with an appreciation of his literary and chemical studies. Appendix (contributions to scientific literature.)

Parker, DeWitt Henry

The principles of aesthetics. 5+374 p. (7¼ p. bibl.) D [c. '20] Bost., Silver, Burdette \$2.50 n.

Pearson, Edmund Lester

Theodore Roosevelt. 159 p. por. front. pls. D (True stories of great Americans) c. N. Y., Macmillan \$1.50 n.

Life of "the great American" for young people.

Pearson, Henry Carr

Essentials of Latin for beginners; rev., New York ed. 340 p. D c. N. Y., Am. Book Co. \$1.24 n.

Phelps, Frank Wessley

The United States Constitution simplified. 72 p. S c. Seattle, Wash., Brown & White Corp. pap. 50 c.; \$30 per 100

Pirsson, Louis Valentine, and Schuchert, Charles

Physical geology; 2nd ed., rev.; being pt. I of Text-book of geology. 7+470 p. il. fold. col. map O [c. '15-'20] N. Y., Wiley \$3 n.

Pooley, Andrew Melville

Japan's foreign policies. 202 p. tabs. O N. Y., Dodd, Mead \$4 n.

Partial contents: Japan and the Anglo-Japanese alliances; Japan's real policy in China; Japan, America and Mexico; Japan's commercial expansion, 1914-18.

Postma, John

The production of clean milk and cream for industrial purposes. 55 p. front. il. pls. D c. Loleta, Cal., [Author] pap. 30 c.; 50 c. n.

Pound, Roscoe

An introduction to American law; an outline of a course delivered at the Trade Union College under the auspices of the Boston Central Labor Union, Spring term, 1919. 44 p. Q (Dunster house papers no. 3) [c. '19] Cambridge, Mass., Dunster House Bookshop, 26 Holyoke St. pap. 75 c.

Price, Edith Ballinger

Silver shoal light; il. by the author. 351 p.

front. pls. D c. N. Y., Century Co. \$1.75 n.

Story of a city-bred girl who decided to spend the summer in a New England sea-coast village, and upon arriving there can find no accommodations, but she finally finds a temporary home with the light-house keeper's family. How she outwitted a German spy and saved a transport filled with American soldiers and sailors makes up this story for girls.

Robinson, Edwin Arlington

The three taverns; a book of poems. 120 p. S c. N. Y., Macmillan \$1.75 n.

Scott, Sir Walter

Ivanhoe; a romance; with a preface by the Hon. Mrs. Maxwell Scott, of Abbotsford; il. with reproductions in colour of 12 original drawings by Maurice Greiffenhagen. 29+563 p. col. front. pls. O Phil., McKay \$3 n.

Kenilworth; with a preface by the Hon. Mrs. Maxwell Scott of Abbotsford; il. with reproductions in colour of twelve original drawings by Henry J. Ford. 17+567 p. col. front. pls. O Phil., McKay \$3 n.

The talisman; a tale of the Crusaders; with a preface by the Hon. Mrs. Maxwell Scott of Abbotsford; il. with reproductions in colour of twelve original drawings by Simon Harmon Vedder. 21+388 p. col. front. pls. O Phil., McKay \$3 n.

Smith, Harriet Lummis

Agatha's aunt. 340 p. D [c. '20] Indianapolis, Bobbs-Merrill \$1.75 n.

Humorous novel in which Agatha Kent masqueraded as her own great-aunt, and of the complicated state of affairs which followed.

Spence, Lewis

An encyclopedia of occultism; a compendium of information on the occult sciences, occult personalities, psychic science, magic, demonology, spiritism and mysticism. 12+451 p. pls. charts obl. O N. Y., Dodd, Mead \$8 n.

Partial contents: Magic and sorcery of all races; Magical secrets and recipes; Oriental magic-secrets of the East; Famous wizards; Spiritualist charlatans.

Stone, Gene

Cousin Nancy and the Lees of Clifford; a story for girls. 319 p. col. front. pls. (col.) D [c. '20] N. Y., Crowell \$1.75 n.

An eastern girl who has known every personal luxury visits a family in the west, near the Sierra Nevadas, and how she adapts herself to different surroundings.

Proceedings public ownership conference; held in Chicago Nov. 15, 16, 17, 1919 in the Congress Hotel. 290 p. tabs. O (Bull. no. 14) Chic., Public Ownership League of America, 127 N. Dearborn St. pap. \$1; (free to league members)

Ramser, Charles Ernest

The flow of water in dredged drainage ditches; the results of experiments to determine the rough-

ness co-efficient, n, in Kutter's formula. [Bu. of public roads.] 60 p. diagrs. pls. O (U. S. Dept. of Agric., bull. no. 832) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 30 c.

Sanford, Raymond Laraway

Testing of magnetic compasses. various paging pls. O (Bu. of Standards; scientific pap. no. 382) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Sturgeon, Mary C.

Studies of contemporary poets; rev. and enl. 439 p. (7½ p. bibl.) O N. Y., Dodd, Mead \$2.50 n.

Studies of modern poets. Partial contents. Lascelles Abercrombie; Walter de la Mare; Rose Macaulay; An Irish group; John Drinkwater; W. B. Yeates.

Sturgis, Esther Mary Ogden [Mrs. Richard Clipston Sturgis]

Personal prejudices. 10+214 p. D [c. '20] Bost., Houghton Mifflin bds. \$1.65 n.

Short essays on pertinent subjects, such as: Husbands and housekeeping; The lost art of letter writing; Old friends (books); New acquaintances (present day authors); House and home.

Tansley, A. G.

The new psychology and its relation to life. 283 p. charts O N. Y., Dodd, Mead \$4 n.

The structure, energy, contents and workings of the human mind are told in non-technical language, presenting the latest knowledge on the subject.

Taylor, Ida Ashworth

Joan of Arc; soldier and saint; with il. by W. Graham Robertson. 253 p. front. pls. D N. Y., Kenedy \$1.50 n.

A life of Joan written in a popular style for older boys and girls and "grownups."

Teall, Gardner Callahan

The pleasures of collecting; being sundry delectable excursions in the realm of antiques and curios, American, European, and Oriental. 15+328 p. (12½ p. bibl.) front. pls. O c. N. Y., Century \$4 n.

Partial contents: American tables; Chintz; Samplers; Delft; Cloisonné enamels of China and Japan; Fraudulent art objects. Index.

Tooker, Lewis Frank

The middle passage. 252 p. D c. N. Y., Century \$1.90 n.

The story of the dangerous course of the slave-ships that brought their human cargoes from Africa to North America, at a time when the slavers were forced to run the gauntlet of warships. The romance of the hero and his love for a young girl and their thrilling adventures with the slavers make the tale.

Turpin, Edna Henry Lee

Treasure mountain; il. by Robert Amick. 314 p. front. pls. D c. N. Y., Century \$1.75 n.

Story of the Virginia mountains, for girls having to do with a cave in which a treasure is hidden and is guarded by a ghost of a man. The adventures which the children have upon entering the mountain make up the tale.

Tuttle, W. C.

Reddy Brant, his adventures; il. by Clyde Forsythe. 285 p. front. pls. D c. N. Y., Century \$1.75 n.

Story of a fourteen-year-old boy, who is an orphan and vagrant in the wild west, telling of his adventures with prospectors, "bad men," outlaws and cow-boys.

Weiss, George

America's maritime progress; a record of the rehabilitation of the American Merchant Marine. 532 p. il. O c. N. Y., The Marine News, 26 Water St. \$5 n.

A review of our shipping during the war, and biographical sketches of over 400 marine leaders. Il. in gravure.

Welsh, James C.

The underworld; the story of Robert Sinclair, miner. 257 p. D [c. '20] N. Y., Stokes \$1.75 n.

Story of life in the coal mines of Great Britain by one who has worked as a miner from the age of twelve to his present position as coal weigher.

White, Alfred Holmes

Technical gas and fuel analysis; new second ed., rev. and enl. 319 p. il. D (International chemical ser.) ['20] N. Y., McGraw-Hill \$3 n.

Author is professor of chemical engineering, Univ. of Michigan.

Whiteley, Opal

The story of Opal; the journal of an understanding heart. 24+283 p. front. (por.) pls. O [c. '20] Bost., Atlantic Monthly Press bds. \$2 n.

A diary, the writing of which began when Opal was about six, in which she tells of her life in an Oregon lumber camp, of her friends, the trees, streams, animals, all affectionately named, and of the little heart-throbs of a very lonely child.

Wigmore, John Henry

Problems of law; its past, present, and future; three lectures. 5+136 p. D c. N. Y., Scribner \$1.50 n.

Contents: Problems of the law's evolution; Problems of the law's mechanism in America; Problems of world-legislation and America's share therein. Author is dean of the Law School, Northwestern University.

Williams, Gardner Stewart, and Hazen, Allen

Hydraulic tables; 3rd ed., rev. 5+115 p. O ['09-'20] N. Y., Wiley \$2 n.

New chapter, "Additional data" has been added, together with a new plotting showing the most important new and old data, the relations between them, and the procedure used.

Work, Milton Cooper

Auction methods up-to-date; including the new laws of 1920. 332 p. il. (hands) D c. Phil., Winston \$2 n.

A résumé of the latest expert methods of bidding and play and the famous tournament hands; advice for all classes of players.

Year book of the Pennsylvania Society, 1920;

edited by Barr Ferree [i. e. James Barr]. 172 p. front. (por.) pls. il. O N. Y., The Pennsylvania Society, 249 W. 13th St. \$2

A record of the activities of the Society, including the account of the entertainment of Cardinal Mercier and other illustrious guests.

Missouri University School of Journalism

The small town newspaper as a business. 20 p. O (Journalism ser., no. 20; Robert Stanley Mann, ed.; Univ. of Mo. bull. v. 20, no. 26) Columbia, Mo., Univ. of Missouri pap. gratis

Summary of operations, California oil fields fifth

annual report of the State oil and gas supervisor. 59 p. tabs. (part fold.) O (v. 5, no. 12, June '20) San Francisco, Cal., State Mining Bu. pap. gratis

RARE BOOKS, AUTOGRAPHS AND PRINTS

The auction season will open October 4, at the Anderson Galleries, with the sale of the third and final part of the H. Buxton Forman Library.

An exhibition of wood engravings by Auguste Lepère will shortly be held at the Knoedler Galleries. Lepère's etchings are well-known and prized here, but his wood engravings have never received the attention to which they are entitled. The exhibition will be a pleasant surprise to art lovers.

John Hahn, a Hungarian, of this city, recently brought to America what is thought to be the oldest New Testament now in this country. It bears the date of A. D. 935, and is an illuminated manuscript on vellum, of folio size, written in the ancient Armenian script, with illuminated borders and capitals and twelve full-page miniatures of scenes in the life of Christ.

In the current issue of the catalog of Bernard Quaritch, of London, is offered a copy of Caxton's "The Game and Play of Chess," circa, 1475, a perfect copy of the second book printed by England's first printer and the second book printed in the English language. Only two copies are in private hands, those in the collections of J. Pierpont Morgan and Lieut. Col. Holford. The rarity is priced at \$15,000.

The *Book Plate Quarterly*, which has just ended its first year, published by Alfred Fowler, of Kansas City, Mo., deals with the subject of *ex libris* in all its various phases of interest, both antiquarian and modern. The illustrations are carefully chosen and frequently consist of original copper plate impressions. Illustrated articles already in hand include "The Bookplates of Frank Brangwyn," by Major Haldane McFall; "The Bookplates of Sidney L. Smith," by Gardner Teall; and "The Bookplates of Haldane McFall," by W. G. Blaikie-Murdoch.

Thirty-four members have now been published in *Heartman's Historical Series* and of these only eight are now in print. A complete set is now worth two or three times the original price of issue. So eminent an authority as Wilberforce Eames of the New York Public Library states that this series takes rank and importance with the publications of the best book clubs and historical societies in this country.

Three documents of great historical interest regarding the Pilgrim Fathers have recently been discovered by A. Eekhof, D.D., professor in Leyden University, and will soon be accessible to American scholars thru Martinus

Nijhoff, a publisher of the Hague. The first bears the autograph of John Robinson, whose signature until now has been wholly unknown. This document is of undoubted authenticity as it bears the signatures of Thomas Brewer and William Jepson. The second document contains the signature of William Bradford, the historian of the Plymouth Colony and its later governor. It was drawn up in the very last days before his departure from Leyden to Delfshaven, from whence, as is well-known, he took passage in the "Speedwell" and from there sailed in the "Mayflower" to New England. The third document is the last will and testament of Bridget Robinson, widow of John Robinson, and is of great historical importance as it gives a number of facts about her children who were still living in 1643.

The recent sale of the great collection of works of George Cruikshank, made by Albert M. Cohn, compiler of the bibliography of the great illustrator, at Sotheby's, in London, brought low prices compared with the prices realized in recent years in this country. Had the collection been sold in New York it would undoubtedly have brought much more. Some of the prices will be of interest to Cruikshank collectors. For instance, J. Adshead's "Prisons and Prisoners," large paper copy with a presentation inscription by the author brought only £1. The first copy since the Douglas sale of "Aladdin, or the Wonderful Lamp" with a folding colored frontispiece in three sections by Cruikshank and an inserted title-page of the second issue of 1821 went for £3 10s. The thirteen volumes of the "Annals of Sporting and Fancy Gazette," uncut, and a fine copy, 1822-28, had inserted in Vol. V a proof on India paper of an unpublished title by Robert Cruikshank and in Vol. II a proof on India paper of "A Cornish Wrestling Scene" by George Cruikshank, brought £98. The only copy known of "Bailey's New Song Book for the Present Year," with a colored folding frontispiece, "The Lawyer's Last Circuit," 1816, brought £3. The work was unknown to bibliographers of Cruikshank but was identified by the original drawing which was in the Gough-Borden collection. The scarcest of all of M. H. Barker's works illustrated by Cruikshank is "Topsail Sheelblocks," 1838, formerly owned by the author's grandson and containing a pencil sketch of the author by the illustrator fetched £4 5s. Beren's "Christmas Stories," 1823, in uncut condition brought £10 10s. This work is rare in uncut state. The Douglas copy, and the only perfect one known, of Brisson's "Travels in Arabia," with colored frontispiece, brought £2 15s. Brough's "Life of Sir John Falstaff," 1857, with the twenty etchings by Cruikshank in the original envelope, a rare state, brought £7 10s. "Capulet and Montague," 1823, of which no copy

RARE BOOKS, AUTOGRAPHS AND PRINTS

has appeared since the Douglas sale, with the colored frontispiece, brought £6 5s. The first issue of the first edition of Carey's "Life in Paris," large paper, in original blue boards, with the twenty-one colored plates, and the rare leaf of "Directions to the binder" at end realized £31. The first edition of "The Loyal Investigation and Radical Non-Mi Rirordo," 1820, containing an autograph letter from Alderman Wood transmitting an autograph of Queen Caroline, and with the etched frontispiece, "A Funeral Pyre," went for eighteen shillings. These prices will give the collector some idea of the general trend. Had these books brought such prices in New York the sale would have been regarded as a disappointment.

F. M. H.

An Ideal Bookshop

An ideal bookshop, as conceived by an English bookseller, was described in an August number of *The Publisher's Circular*.

"The worth of nations is not measured by the counting of heads, nor that of bookshops by the enumeration of volumes. Small nations have often been great nations in the true sense of producing great men, good laws, and the arts of war and peace; and the small bookshop, equally with the big one, achieves greatness, not by the frontage, the floor space or the cubic content of its premises, but by the variety and the value of the work which it does. The fame of a bookshop lies in the esteem of its patrons. That which its patrons esteem and love beyond the uses and services of every day, that bookshop is great.

"How is the Great Bookshop founded and maintained? It is founded and maintained by the personality of the bookseller. He plans and extends its work. He makes it indispensable. Urbane, well-informed and informative, he gains the confidence of his customers, and creates the pleasant atmosphere of the place. He encourages them to regard his shop as a bureau of information and reference. He persuades them to make their books their hobby. He serves the buyer who knows what he wants, and he guides the taste of the buyer who does not. He stocks the books which are in general demand; knows the repute of those which are new; and receives and gives intelligence about those which are forthcoming; and at the same time he develops, without neglecting the sale of current and standard books, the other branches of his business which are less obvious and more profitable."

American Notes

E. V. LUCAS in his London letter in the *Post Literary Review*, gives us some charming bits of literary gossip the result of his observations of London upon his return from America.

"I find that among the young the principal literary activity of the day is in verse. The Pottery Book Shop, of Theobald's Row, and two establishments in the Charing Cross Road, are congested by youthful singers, mostly rebellious and investigatory, and many of them too much realists to care about being melodists.

"Some idea of our wealth in poetry will be gathered when I say that a census of poets of the day just issued by the *Chapbook*, which is one of the numerous periodicals devoted to the Muse, enumerates over a thousand who have published books of verse between 1912 and the present year.

"If all the stories that one hears of Jesse Lasky, and the allurements which he put forth on his recent visit to London, are true, we shall be getting no work from our most popular novelists for a long while. For all are busily constructing scenarios for that enterprising cinema king; and all are to pay ceremonial visits to Los Angeles to watch their plots take shape under the producer's hand. Such is the rumor, and in some cases I know that truth has been spoken. Mr. Bennett, for example, who is always creatively interested in new manifestations of art, is at the moment hard at work endeavoring to conquer still another medium.

"It is true that Sir James Barrie's plays are also printed; but who reads plays? As a matter of fact, America does, or at any rate America buys plays, in great numbers, presumably intent upon reading them."

Catalogs Received

Americana. (No. 1; Items 442.) Ernest Stevens, Cannington, England.

Autumn List. (No. 73; Items 457.) T. C. Godfrey, 16-18 Stonegate, York, England.

SCIENCE AND HEALTH

Wanted editions before 1891. First or early editions of any books on Christian Science, especially Science and Health, 1875, 1878, and early eighties.

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Generous Discounts to the trade

Wycil & Company, New York

Index to Fall Announcement

In this list publishers' announcements are indexed by author, title and series. Titles recorded in the PUBLISHERS' WEEKLY before July first have been generally excluded. Titles beginning with an unimportant word are usually inverted, so that a book on a given subject will be listed under its subject if possible. Fuller information of the books announced will be found in the publishers' advertising pages, index to which is given on page 7.

- A. E. F., A history of the. Thomas, S. \$5
Doran
- A. E. F., My. Noyes, F. N. \$1
Stokes
- Abandoned farmers. Cobb, I. S. \$2.50
Doran
- Abbott, C. F. Under the Turk in Constantinople. 8°
Macmillan
- Abbott, Eleanor Hallowell. Peace on earth, good will to dogs. front. \$1.25(?)
Dutton
- Abbott, Jane D. Highacres. il. \$1.75
Lippincott
- Abdullah, Achmed, and others. The ten-foot chain. 16° \$1.50. Reynolds Pub.
- About it and about. Willoughby, D.
Dutton
- Acceptances, bankers' and trade. Mathewson, P. \$3.50
Appleton
- Accepting the universe. Burroughs, J. \$2
Houghton M.
- Accountant, Mathematics for the. Vinal, E. R. \$3
Biddle
- Accounting. Dawson, S. S. \$4
Pitman
- Accounting and reporting. Principles of Government. Oakey, F. \$5
Appleton
- Accounting for contractors. Grant, H. D. \$5
Biddle
- Accounting practice, Booking and. Hover S. R. \$5
Shaw
- Accounting, Principles of. Hodge, A. C. M. \$3
Univ. of Chic.
- Accounting: theory and practice. Bennett, G. E.
Biddle
- Accounts in theory and practice-principles. Saliers, E. A. \$3
McGraw-H.
- Acosta, Mercedes de. Wind chaff. \$2
Moffat, Y.
- Activism. Eno, H. L. \$1.50
Princeton Univ.
- Adam of Dublin. O'Riordan, C. \$2(?)
Harcourt, B. & H.
- Adams, Katharine. Mehitable. il. 8° \$2.50
Macmillan
- Adams, George Matthew. Up. 12° \$1
Reilly & L.
- Adams, Henry, and La Farge, Mabel. Letters to a niece and prayer to the Virgin of Chartres, with a niece's memories. 8° \$2.50
Houghton M.
- Adams, Capt. R. E. C. The modern crusaders. il. 12° \$2
Dutton
- Adams letters, A cycle of, 1861 to 1865. Ford, W. C., ed. \$10
Houghton M.
- Addison, Thomas. Come-on Charley. front. \$1.75
Bobbs-M.
- Adele Doring on a ranch. North, G. M. \$1.75
Lothrop, L. & S.
- Adolescence, The psychology of. Tracy, F.
Macmillan
- Adopted son, The. Hurwitz, B. \$1.50
Stratford
- Adorable dreamer, The. Kirby, E. \$1.90
Doran
- Advancing hour, The Hapgood, N. \$2
Boni & L.
- Adventure, On the path of. Price, J. M. \$3.50
Lane
- Adventures and enthusiasms. Lucas, E. V. \$2
Doran
- Adventures in Beaver Stream Camp. Dugmore, Maj. A. R. \$1
Grosset & D.
- Adventures in Mother Goose Land. Gowar, E. \$2
Little, B.
- Adventures in southern seas. Forbes, G. \$1.75
Dodd, M.
- Adventures of Dal Hamilton, prospector, The. Kescel, J. T. \$1.75
Wilde
- Adventures of fleetfoot and her fawns, The. Chaffee, A. M. Bradley
- Adventures of Raphael Pumpelly, The. Rice, O. S., ed. \$1.75
Holt
- Adventures of saucy rabbit, The. Perkins, J. E. \$1.25
Cupples & L.
- Adventures of the Tweenie Weenies. Donahay, W. \$2
Reilly & L.
- Adventurous lady, The. Snaith, J. C. \$2
Appleton
- Advertisements—and making them pay, Making. Durstine, R. S. \$3(?)
Scribner
- Advertising and selling, Manual for the study of the psychology of. Kitson, H. D. \$1(?)
- Advertising, The psychology of. Scott, W. D. \$3.50
Small, M.
- Advertising the technical product. Sloan.
McGraw-H.
- Advice. Bodenheim, M. \$1.25(?)
Knopf
- Aerial law, Textbook of. Woodhouse, H. \$8
Stokes
- Aerial observation. Porter, H. E. \$2.50(?)
Harper
- Aerial transport. Thomas, G. H. \$12
Doran
- Aero-dynamics, Applied. Thompson, G. P. \$12.50
Henley
- Aero engines, Textbook of. Sherbondy, E. H. \$10
Stokes
- Aeroplanes, Model. Cann, F. J. \$1
Funk & W.
- Aesthetic attitude, The. Langfeld, H. S. \$3.50(?)
Harcourt B. & H.
- Affable stranger, The. McArthur, P. \$1.50
Houghton M.
- Africa and the peace of Europe. Morel, E. D. \$1.25
Huebsch
- After-death communications. Bazett, L. M. \$1.60
Holt
- After the day. Talbot, H. \$4
Lippincott

- Agatha's aunt. Smith, H. L. \$1.75
Bobbs-M.
- Age of innocence, The. Wharton, E. \$2
Appleton
- Age of reformation, The. Smith, P.
Holt
- Agnew, Wilma. See Olds, Margaret E.
- Agnus Dei. Campbell, N. 50c Four Seas
- Agricultural meteorology. Smith, J. W.
Macmillan
- Agriculture, Mathematics for students of.
Rasor, S. E. Macmillan
- Aiken, Conrad. The house of dust. \$2
Four Seas
- Air pirate, The. Gull, R. \$1.75(?)
Harcourt, B. & H.
- Air raider, The. Parker, T. D. \$1.75
Wilde
- Air service boys ser. See Beach, Charles
Amory
- Aircraft, automobile and mechanical engi-
neering, Ferrous materials for. Judge,
A. W. \$9 Pitman
- Airplane, Dynamics of the. Williams, K.
P. Wiley
- Airplane spider, The. Murray, G. \$1
Little, B.
- Airscrews in theory and practice. Fage, A.
\$10 Van Nostrand
- Aladdin and his wonderful lamp. Ransome,
A. \$6.50 Brentano
- Alaska mans' luck. Rutzebeck, H. \$2
Boni & L.
- Albaugh, Benj. F. The gardenette: or city
backyard gardening. New ed. il. \$1.60
Stewart & K.
- Alchemy. Hillyer, R. \$2 Brentano
- Alden, Adair. At the sign of the two
heroes. il. 12° \$1.75(?) Century
- Alderson, Victor C. The oil shale industry.
il. 8° \$4 Stokes
- Aldrich, Thomas Bailey. Crowding memo-
ries. il. 8° \$5 Houghton M.
- Aldrich, Thomas Bailey. The story of a
bad boy. New ed. Il. by A. B. Frost.
12° \$2.25 Houghton M.
- Aleichem, Shalom. Jewish children. Tr.
from the Yiddish by H. Berman. 12° \$2
Knopf
- Alexander, Father. The way of youth.
\$1.25 Kenedy
- Alexander, H. B. Latin American. (Myth-
ology of all races.) \$7 M. Jones
- Alexander, S. Space, time and deity; Gif-
ford lectures at Glasgow. 1916-1918. 2v.
8° Macmillan
- Alexander, William Hardy. College and
religion. 8° \$1.50 Badger
- Alf's button. Darlington, W. A. \$1.75
Stokes
- Alice's adventures in wonderland. Carroll,
L. \$1.50 Small, M.
- Aliens' text-book on citizenship. Beck, H.
M. 50c, \$1 D. McKay
- All things are possible. Shestov, L. \$2
McBride
- All-wool Morrison. Day, H. \$2(?)
Harper
- Allan, Philip. The book hunter at home.
12° Putnam
- Allardyce, Paul. Stops, or how to punctu-
ate. 12° 75c D. McKay
- Allen, A. H. An introduction to chemical
engineering. il. \$4 Pitman
- Allen, F. Sturges. Synonyms and anto-
nyms. 8° \$2.50(?) Harper
- Allen, Grant. Paris-Venice—Classical Rome—
Christian Rome. il. 12° ea \$1.75
Stokes
- Allen, J. Winthrop. The trail boys of the
plains. il. 12° \$1 Sully
- Allen, P. S. Every-day French. Drake
- Allen, P. S. Every-day Spanish. Drake
- Alley rabbit, The. Penniman, J. H. \$1.50
Badger
- Allison, William. My kingdom for a horse.
il. 8° \$8 Dutton
- Allison, William. The turnstile of night.
12° \$1.90 Doubleday, P.
- Almonds of life, The. Young, F. E. M.
\$1.90 Doran
- Alo man, The. Chadwick, M. L. P.
World Bk.
- Also ran. Baillie-Reynolds, Mrs. \$1.90
Doran
- Altrocchi, Rudolph, and Woodbridge, Ben-
jamin W. Giacosa's Tristi amori. 18°
\$1.50 Univ. of Chic.
- Altruist, The. Stanley, J. \$2 Badger
- Aluminium. Richards, J. W. Baird
- Ambassadors of God. Cadman, S. P. \$3
Macmillan
- Ameboid movement. Schaeffer, A. A.
\$2.50(?) Princeton Univ.
- Ameliar-Anne and the green umbrella.
Heward, C. \$1.25 Jacobs
- America and the new era. Friedman, E. M.
\$6 Dutton
- America first. Evans, L. B. \$2.50
M. Bradley
- America, How we advertised. Creel, G.
\$5(?) Harper
- America in Italian and English, The story
of. Pecorini, A. \$1 M. Jones
- America, Who's who in. Marquis, A. N.
\$7.50 Marquis
- American and British verse from the Yale
review. \$1.25(?) Yale Univ.
- American books, On. 50c Huebsch
- American boys' handy book of camp-lore
and woodcraft. Beard, D. \$3 Lippincott
- American cities, The government of. Munro,
W. B. Macmillan
- American colleges and universities in the
great war, The. Thwing, C. F. \$3
Macmillan
- American democrat in revolutionary Rus-
sia, An. Brown, W. A., Jr. \$2.50(?)
Yale Univ.
- American engineers in France, The. Par-
sons, W. B. \$4 Appleton
- American field service in France, History
of the. 3v. il. \$12.50 Houghton M.
- American footprints in Paris. Boucher, F.,
comp. \$2.50 Doran
- American girls, A ser. for. See Marlowe,
A. B.
- American government and politics. Beard,
C. A. Macmillan

- American government, Handbook of. Bartlett, W. H. Crowell
- American historical ser. Holt. New volume: Smith, P. The age of reformation.
- American history, A first book in. Beard, C. A. Macmillan
- American history, The frontier in. Turner, F. J. \$2.50 Holt
- American ideals. Roosevelt, T. \$2.50 (?) Putnam
- American Indian animal stories. Oskison, J. M. World Bk.
- American Indian, Our democracy and the. Kellog, L. C. W. \$2 Burton
- American leaders. Murphy, M. A. \$1.25 Amer. Sunday Sch. Union
- American literature, The Cambridge history of. \$3.50 Putnam
- American manufacturing industries. Keir, M. \$3 Ronald
- American nobility, An. Reed, W. L. \$1 Stratford
- American police systems. Fosdick, R. B. \$2(?) Century
- American political ideas. Merriam, C. E. \$2.50 Macmillan
- American political theories. Merriam, C. E. \$2 Macmillan
- American snap-shots. Ruck, B. \$1.75 Dodd-M.
- American statesmen ser. 8° \$7.50 Houghton M.
- New volume: Lodge, H. C.; Life of George Washington. New ed.
- American stories, The great modern. \$2.50 Boni & L.
- American towns and people. Rhodes, H. \$3.50 McBride
- American trail blazers ser. il. \$1.75 Lippincott
- New volume: Sabin, E. L. Into Mexico with General Scott.
- American vacation lessons, The good. Hutchins, W. J. 75 c. Pilgrim
- American writers' ser. \$2 Moffat, Y.
- New volume: Williams, B. C. Our short-story writers.
- Americanization of Edward Bok. \$5 Scribner
- Americanization, The problem of. Roberts, P. Macmillan
- Americans all. Heydrick, B. A. \$1.50 Harcourt, B & H.
- American's London, An. Hale, L. C. \$2(?) Harper
- Americans, Reader and guide for new. Castle, A. W. Macmillan
- America's stake in the far east. Fahs, C. H. \$1.35, 95 c. Assn. Pr.
- Ames, Edgar W., and Elfred, Arvie. Citizenship for democracy. Macmillan
- Ames, Fisher, Jr. The American Red Cross in France: Civilian relief. il. 12° \$2 Macmillan
- Ames, Joseph B. Curley and the Aztec gold. il. 12° \$1.75 Century
- Ames, Joseph B. Pete, the cowpuncher. 12° (Every boy's lib.) \$1 Grosset & D.
- Ames, Joseph B. Under boy scout colors. 12° ((Every boy's lib.) \$1 Grosset & D.
- Amherst books, The. \$2.50 M. Jones
- Contents: Meiklejohn, A. The liberal college.
- Anaesthetics, Handbook of. Ross, J. S. \$2.50 W. Wood
- Anatomic illustration, History and bibliography of. Frank, M. \$10 Univ. of Chic.
- Ancient man. Van Loon, H. \$3 Boni & L.
- Anderson, Anne. The Betty book. col. il. 4° \$2 Nelson
- Anderson, Anne. The briar-rose book of old, old fairy tales. col. il. 4° \$6 Stokes
- Anderson, Anne. The Patsy book. il. (part col.) 4° \$2 Nelson
- Anderson, David. The blue moon. Photoplay ed. (Popular copyrights.) \$1 Grosset & D.
- Anderson, Robert Gordon. Seven o'clock stories. il. in col. by E. Boyd Smith. 8° Putnam
- Anderson, Sherwood. Poor white. 12° \$2 Huebsch
- Anderson, William Ashley. South of Suez. il. 8° \$3 McBride
- Anderton, Daisy. Cousin Sadie. 12° \$1.75 Stratford
- Andover, It happened at. Graham, J. C. \$1.90 Houghton M.
- Andrea, Mrs. A. Louise. Dehydrating foods. front. \$1.75 Cornhill
- Andrews, Mrs. E. P. Out of the dust. Dutton
- Andrews, Lincoln C. Military man power. Dutton
- Andreyev, Leonid. Satan's diary. 12° \$2.25 Boni & L.
- Andrews, Lincoln C. The nation's man power. Dutton
- Angling, A book on. Francis, F. \$4.50 Lippincott
- Animal book for children, The Burgess. Burgess, T. W. \$3 Little, B.
- Animal Circus Band ser., The. ea. 50 c. Sully
- Contents: Elephan-thump and his big drum—Curly Tail, the band-master—Clatter-hoof and his snare drum—Tawny Mane and his giant horn—Nimble foot the cymbal player—Blowie Bear and his bright cornet.
- Animal ingenuity of today. Ealand, C. A. \$2.25 Lippincott
- Animal life under water. Ward, F. \$3 Funk & W.
- Animal portraiture. Kuhnert, W. \$25 Brentano
- Animal stories, American Indian. Oskison, J. M. World Bk.
- Anita. Cobb, B. B. & E. \$1.50 Lothrop, L. & S.
- Anne. Hartley, O. \$1.90 Lippincott
- Annin, Robert Edwards. Ocean shipping: Elements of practical steamship operation. (Century foreign trade ser.) il. 8° \$3(?) Century

- Anona of the mound builders. Marple, J. C. \$2.25 Progressive
 Anson (Sir William). Henson, H. H., ed. \$5.65 Oxford Univ.
 Anthology of another town, The. Howe, E. W. \$2 Knopf
 Anthology of humorous verse, An. Wells, C., ed. \$6 Doran
 Anthology of magazine verse for 1920. Braithwaite, W. S., ed. \$2.25 Small, M.
 Anthology of recent poetry, An. Walters, L. D. O., ed. \$1.75 Dodd-M
Anthony, Katharine. Margaret Fuller: A psychological biography. \$2.25(?)
 Harcourt, B. & H.
Anthony, Katharine, ed. The endowment of motherhood. 12° 50 c. Huebsch
 Anthropometry, A laboratory manual of. Wilder, H. H. Blakiston
 Apple industry, Commercial. Folger, J. C. Macmillan
Appleton, Victor. Tom Swift ser. 12° 75 c. Grosset & D.
 New title: Tom Swift and his under-sea search.
 Appletree girl, The. Weston, G. \$1.25 Dodd-M.
 Aquisitive society, The. Tawney, R. H. \$1.40(?) Harcourt, B. & H.
 Arabian nights. il. 8° \$1.50 Winston
 Arabian nights, The. Bull, R. il. \$5
 Dodd, M.
 Arbitrators, The. Coit, H. A. \$1.50 Badger
 Archag, the little Armenian. Schnapps, C. H. Dutton
 Archaic England. Bailey, H. \$7.50 Lippincott
 Architectural drawing. Teale, O. \$1.50 U. P. C. Bk.
 Arctic, The friendly. Stefansson, V. \$6 Macmillan
Arey, Leslie Brainerd. See Prentiss, C. W.
 Argentine international trade. Williams, J. H. Harvard Univ.
 Argonautas, Los. Blasco Ibañez, V. Dutton
 Arithmetic for trade, pre-vocational and continuation schools, A practical business. Kiggen, H. J. Macmillan
 Arithmetic of electricity. Sloane, T. O'C. \$1.50 Henley
 Arithmetic, Supplementary leaflets for class use, grades 2-8. Britton. ea. 15 c.—Answers in lv. 30 c. Britton Ptg.
Armfield, Constance. The flower book. col. il. 8° \$2.50 Warne
Armfield, Constance. Wonder tales of the world. il. (part col.) \$2.25 Harcourt, B. & H.
Armstrong, Maitland. Day before yesterday. il. \$5 Scribner
 Army boys ser. See Randall, Homer.
 Army girl ser. See Havard, Aline.
 Army of 1918. McCormick, Col. R. R. \$2(?) Harcourt, B. & H.
Arnold, Edwin Lester. The wonderful adventures of Phra, the Phoenician. New ed. \$2 Putnam
Arnold, T. W. Indian Mogul paintings. col. il. 4° Oxford Univ.
 Art and I. Hind, C. L. \$2 Lane
 Art book, The child's own. Strong, H. \$2.50 Brentano
 Art, Essentials in. Siren, O. \$3.50 Lane
 Art of biography, The. Thayer, W. R. \$1.50 Scribner
 Art, The lighter side of. il. 4° Stokes
 Art, Masters of modern. See Marriott, C.
 Art of interesting, its theory and practise, The. Donnelly, F. P. \$1.75 Kenedy
 Art of reading, The. Quiller-Couch, Sir A. \$2.50 Putnam
 Art ser., Classics of. Dutton
 New volume: Meldrom, D. S. Rembrandt's paintings. Dutton
 Art training, Best citizenship through. Beck, M. L. \$1.25 McClurg
Arthur, Ann K. See McBeth, A.
Arthur, William. N-w building estimator. \$6 U. P. C. Bk.
 Arthur, Legends and tales of King. Chaundler, C. \$6 Stokes
 Artificial light. Luckiesh, M. \$2.50(?) Century
 Artistic homes. Dalzell, K. W. \$2 U. P. C. Bk.
 Artists and their work, Great. Brooks, A. M. \$2.50 M. Jones
 As the wind blew. Rives, A. \$1.75 Stokes
Asch, Sholom. Uncle Moses. 12° Dutton
Ascham John Bayne. The religion of Judah. \$1.50 Abingdon
Ashburn, Maj. P. M. The elements of military hygiene. New ed. 12° \$2.50 Houghton M.
Ashmead-Bartlett, A. From the Somme to the Rhine. 12° \$1.50 Lane
Ashmun, Margaret. Isabel Carleton at home. front. 12° \$1.75 Macmillan
 Ask and receive. Crane, A. M. \$1.75 Lothrop, L. & S.
Asquith, Margot. The autobiography of Margot Asquith. il. 8° 2v. \$10 Doran
Assis, Machado de and others. Brazilian tales. \$2 Four Seas
 Astronomy, Elements of theoretical and descriptive. White, C. J. Wiley
 At a glance ser. See Dana, Marvin.
 At random. Creevey, C. A. S. Putnam
 At the sign of the two heroes. Alden, A. \$1.75 Century
 Athena, a year book of the learned world. Ealand, C. A., ed. Macmillan
 Athenian tragedy. Goodell, T. D. \$4.50(?) Yale Univ.
 Athletics ser, School, college and service. See Camp, Walter.
Atkeson, William O. From the Marais des Cygnes. 12° \$1.50 Burton
Atkinson, Geoffrey. The novel of extraordinary voyage in French literature before 1700. \$2 Columbia Univ.
 Atlantida. Benoit, P. \$1.75 Duffield
 Atom, The. Crehore, A. C. \$2 Van Nostrand
 Auction, Correct. Shepard, E. V. \$1.75(?) Harper

- Auction helps. Blackburn, L. \$1
Stewart & K.
- Auction, Master. Irwin, F. \$1.75
Putnam
- Auction methods up to date. Work, M. C. \$2
Winston
- Auction player, The complete. Irwin, F. \$2
Putnam
- Audoux, Marguerite.** Marie-Claire's workshop. 12° \$2
Seltzer
- Auer, Harry Anton.** Campfire in the Yukon. New ed. il. \$3, \$10
Stewart & K.
- Augustus (John). Marriot, C. \$3.50
Stokes
- Ault, Norman.** Dreamland stories. col. il. 8° \$3
Dodd, M.
- Aumonier, Stacy.** One after another. 12° \$2
Macmillan
- Aurelia and other poems. Nichols, R.
Dutton
- Austen, Jane.** Pride and prejudice. Il. in col. by H. M. Brock. 12° (Rittenhouse classics) \$2; \$6
Jacobs
- Austen (Jane), Personal aspects of Austen-Leigh, M. A.
Dutton
- Austen-Leigh, Mary A.** Personal aspects of Jane Austen. il.
Dutton
- Austin, Leonard S.** Metallurgy of the common metals. New ed.
Wiley
- Austin, Mary.** The land of little rain. Sierra ed. 16° \$1.50
Houghton M.
- Australian victories in France in 1918, The. Monask, Gen. Sir J.
Dutton
- Authors, and I. Hind, C. L. \$2
Lane
- Autobiography of Andrew Carnegie, The. il. 8° \$6
Houghton M.
- Automobile battery care and repair. Manly, H. P. \$2
Drake
- Automobile electrical systems. Moreton. \$3.50
U. P. C. Bk.
- Automobile expense record. 8° \$2.50
U. P. C. Bk.
- Automobile, Questions and answers on the. Pagé, V. W. \$2.50
Henley
- Automobile repairing made easy. Pagé, V. W. \$4
Henley
- Automobile upkeep and care. Manly, H. P. \$1.50
Drake
- Automobilists, Hints and tips for. Pagé, V. W. 75 c.
Henley
- Awakening. Galsworthy, J.
Scribner
- Ayala, Ramon Perez de.** Prometheus: Sunday sunlight: The fall of the house of Limon. 12° \$3
Dutton
- Ayer, Frederick Fanning.** Bell and wing. \$2.50
Baker & T.
- Ayres, Ruby M.** A bachelor husband. front. \$1.90
Watt
- Babs at college. Colver, A. R. \$1.75
Penn
- Babson, Roger W.** A Central American journey. il. \$1.32
World Bk.
- Babson, Roger W.** Fundamentals of prosperity. 12° \$1
Revell
- Babson, Roger W.** Religion and business. 12°
Macmillan
- Baby buffalo and the jolly jackrabbit. Kilbourne, C. E. 75 c.
Penn
- Baby's record, Our. Cory, F. il. \$1.50, \$2.50, \$5
Bobbs-M.
- Bach, (Johann Sebastian). Forkel, J. N. \$3.25(?)
Harcourt, B. & H.
- Bachelor husband, A. Ayres, R. M. \$1.90
Watt
- Back to the soil ser. See Todd, Burbank.
- Bacterial diseases of plants. Smith, E. F.
Saunders
- Bacteriology, blood-work and animal parasitology. Stitt, E. R. \$4
Blakiston
- Bacteriology for nurses. Smeeton, M. A.
Macmillan
- Baden-Powell, Sir Robert.** Scoutmaster-ship. 12° \$1.50
Putnam
- Bagley, William Chandler.** See Beard, Charles A.; Keith, J. A. H.
- Bailey, Arthur Scott.** Sleepy-time tales. 16° 50 c.
Grosset & D.
- Bailey, Arthur Scott.** Tuck-me-in tales. 16° 50 c.
Grosset & D.
- Bailey, B. C.** The young lovers.
Dutton
- Bailey, Carolyns.** The torch of courage. 12°
M. Bradley
- Bailey, Carolyn S.** Wonder stories. il. \$2.50
M. Bradley
- Bailey, Carolyn S.** See also Dumas, A.
- Bailey, Harriet.** Nursing mental diseases. 12° \$1.60
Macmillan
- Bailey, Capt. G. G.** The complete airman.
Dutton
- Bailey, L. H.** Vegetable gardening. New ed. il. 12° (Rural science ser.)
Macmillan
- Bailey, Temple.** The trumpeter swan. \$1.90
Penn.
- Baillie-Reynolds, Mrs.** Also ran. 12° \$1.90
Doran
- Bainbridge, Mrs. Lucy S.** Jewels from the Orient. il. 12° \$1
Revell
- Bairnsfather, Bruce.** Fragments from France. Pt. 8. 75 c.
Putnam
- Baker, George P., comp.** Modern American plays. \$2.25(?)
Harcourt, B. & H.
- Baker, Karle Wilson.** The garden of the Plynck. il. \$2.50(?)
Yale Univ.
- Baker, Ray Palmer.** A history of English-Canadian literature to the confederation.
Harvard Univ.
- Baketel, Oliver S., ed.** The Methodist year book, 1921. il. 12° 50 c.
Abingdon
- Bakewell, Charles M.** The Red Cross in Italy. il. 12° \$2
Macmillan
- Baldwin, Marion.** Canteening overseas. 12° \$1.75
Macmillan
- Baldwin, May.** Jean and the boys. il. \$1.50
Lippincott
- Baldwin, May.** Spoilt Cynthia at school. il. \$1.50
Lippincott
- Balfour, Arthur James.** Essays and addresses. 12° \$3
Doran
- Balfour (Arthur James), The life of.** Raymond, E. T. \$2.50
Little, B.
- Balfour, Gerald.** The ear of Dionysius.
Holt
- Balmer, Edwin.** Resurrection rock. front. 12° \$1.90
Little, B.
- Bamber.** See Kelway-Bamber.
- Bancroft, Edith.** Jane Allen: center. 12° \$1.50
Cupples & L.

- Bangs, John Kendrick. The cheery way. 8° \$2 (?) Harper
- Bangs, Mary Rogers. Old Cape Cod: the land, the men, the sea. il. 8° \$3.50 Houghton M.
- Bank, Business man and his. Kniffen. \$3 McGraw-H.
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The Publisher's Weekly

62 West 45th Street, New York

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Concerning the Trade List Annual Delayed Deliveries

The unusually slow delivery of orders for the *TRADE LIST ANNUAL* this year is due to the lack of hand-sewers at the bindery.

Owing to the immense size of the book, it cannot be sewed by machinery, and there are but few hand-sewers now in the binding trade. About half the edition has been shipped to subscribers; the balance is being forwarded as rapidly as the situation permits. All copies will be on the way by October 1st.

September 23rd.

THE PUBLISHERS' WEEKLY.

THE WEEKLY BOOK EXCHANGE

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Adam, Meldrum & Anderson Co., Buffalo, N. Y.
Practical Algebra and Geometry, Palmer.

Aldus Book Co., 89 Lexington Ave., New York
Burroughs, Walt Whitman as Poet and Person, 1st ed.; Notes on W. W., 1897, also 1871.
Books on or by Walt Whitman.
Books printed by Bruce Rogers.
Warren, The Lily and the Poet.
Arnold Lunn, The Harrovians.

Frederick G. Allen, 78 Genesee St., Auburn, N. Y.
Set of Harvard Classics, cloth ed.
Set of Junior Classics, cloth ed.

William H. Allen, 3417 Walnut St., Philadelphia, Pa.
Bunge, Organic Chemistry for Medical Students.

American Baptist Publication Society,
1107 McGee St., Kansas City, Mo.

Poor Richard's Almanac, new or second-hand, quote prices.

American Baptist Publication Society,
514 N. Grand Ave., St. Louis, Mo.

The Texas Baptist Historical and Biographical Magazine.

American News Co., 9-15 Park Place, New York
Boole, Finite Differences (ed. by Moulton).

Amherst Book Store, Amherst, Mass.
Silver Sandals, C. H. Stagg.

Arcade Book Shop, 223 N. 8th St., St. Louis, Mo.
S. Phillips Marpessa, Leather. Lane.
Fiske, Discovery of America, limited large paper ed., cloth.
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 Warner's Football.
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 Randall, New Philosophy of Life, Dodge.
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 Cuyas, Portuguese Dictionary, Appleton.
 Grant Allen, Evolution of Idea of God, Holt.
 Burgess Johnson, Bashful Ballads, Harper.
 Van Antwerp, Stock Exchange from Within.
 Don't Worry Nuggets, as pub. by Fords-Howard-Hulbert.

DeVenne, Correct Composition, Century.
 R. Herrick, Healer, Mac.
 Shepherd, Historical Atlas, Holt.
 Lancaster Historic Va. Homes and Church, Lipp.
 Odes of Horace, trans. by W. Coultis-Longmans.
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 Great Work, T. K.
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 Goulding, Marooners Island, Dodd.
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Newby's Side Lights on Temple Masonry.

William M. Bains, 1215 Market St., Philadelphia

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 Dorian Gray by Wilde, Lippincott Magazine edition.
 Our Continent, folio number, with signed poem by Wilde.
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 Sentimental Journey with Original Water Drawing by Leloir, edition on Japan paper, 1884.
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Gunter, The Deacon's Wind.
 Gilland, Modern Germany and Her Historians.

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 Chemical Abstracts, Jan. and Feb. issues.
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 Stedman's American Anthology, 2 vols., 8vo, L. paper.
 Stedman's Victorian Anthology, L. P., 2 vols.
 G. V. Lucas, A Wanderer in Paris.
 World in Miniature, 43 vols., Ackermann.
 Southern Spain, in the Black series of color books.
 Abbotsford edition of Scott:
 Medlothian.
 Kenilworth.
 Lammermoor.
 Ivanhoe.
 Encyclopedia Britannica, volumes 23 and 26, Cambridge edition, suede binding.
 El Maestranzo, in English, Valdes.
 Tristan the Pessimist, Valdes.
 La Herman San Sulpicio, Valdes.
 Historical Difficulties and Contested Events, Delapierre.
 Hell's Playground, Simonton.
 Graduation of Mortality and Other Tables, Henderson & Sheppard, N. Y. Actural Soc., 1919.
 Conventions, International Acts, Protocols, etc., of U. S. and Other Powers, 1776-1909, Malloy.
 Personal History of William IV of Germany, Poschinger.
 History of the Late Ludwig II of Bavaria, Tshudi.
 Medical History of William IV and Ludwig II.
 Medical History of Rudolph II of Germany, Bolton.
 Fields, Factories and Workshops, Kropotkin.
 Political History of U. S., Smith.

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 American Commonwealth, 3 vols., original blue cloth, uncut, 1st ed., London, 1888, Bryce.
 Beechy, Von Hutten.
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Public Library of Brookline, Mass.

Wiedersheim, Robert, Comparative Anatomy of Vertebrates adapted fr. German by W. N. Parker, 6th ed., 1907, Macmillan.

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Ames & Smith, Cases on Torts, 2 vols., 1909.
Beale's Cases Criminal Law, 2 and 3 eds.
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Gray's Cases on Property, vol. 1, 2d ed.
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Thackeray, Liby. ed., 24 vols.
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Newton, Principia, English Tr.
Morris, Miscellanies in Prose and Verse, London, 1701.
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Plato, Dialogues of, 5 vols., 3rd ed.
Jefferson, Hamilton, Franklin, Lincoln, Federal eds.
Jackson, The Eighteen Nineties.
Libbey & Hoskins, Jordan Valley & Petra, 2 vols.
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Daysman, Cochrane Pub. Co., 1909.
Halford, Development of the Dry Fly.
Heine, Book of Songs, Stokes.
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Descriptive List of Novels and Tales.
Dixon, Comprehensive Subject Index to Prose Fiction.
Eastman, C. A., Indian Boyhood.
Finot, Race Prejudice, Translated by Evans.
Grant, Aristotles, Publisher, Longmans Green.
Greenleaf, B., National Arithmetic, 25th ed. in 1849.
Howard, Geo. Eliot, History of Matrimonial Institutions, pub. by Uni. of Chicago, 1904.
Morgan, A Little White Shadow, pub. Belknap.
Natural History for Jan., 1919.
Neill, E., History of Minnesota, 5th ed., 1833.
John Newton's Works, born in London 17th Century.
Reach's Official Baseball Guide, Any numbers except 1887-9 and 1917.
Spalding's Minor League Baseball Guide, Any numbers except 1889.
Spalding's Official Foot Ball, 1892-1908.
Spalding's Official Athletic Almanac, 1892-1907.
Spalding's Official Baseball Guide, 1877-84; 1891-1912.
Spalding's Official Baseball Record, 1909 and 1910.
Wedmore, Frederick, Meryon and Meryon's Paris, 1879.
Whyte-Melville, Market Harborough.
Summerhayes, Vanished Arizona, published by Salem Press, 1911.
First Editions of Henry James.
Roderick Hudson, Boston, Osgood, 1876.
The American, Boston, Osgood, 1877.
Watch and Ward, Boston, Houghton, Osgood, 1878.
Daisy Miller, New York, Harpers, 1879, Harpers.
Diary of a Man of Fifty and Bundle of Letters, N. Y., 1880.
A Bundle of Letters, N. Y., Loring, 1880.
A Bundle of Letters, N. Y., Munro, 1880.
The Siege of London, Boston, Osgood, 1885.
Daisy Miller and Other Stories, Harper, N. Y., 1883.
A Little Tour in France, Boston, Osgood, 1885.
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The Lesson of the Master, N. Y., Macmillan, 1892.
The Wheel of Time, N. Y., Harpers, 1893.
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Rupert Brookes Memoirs, Marsh, Lane.
Wings of Dove, James, Scribner.
Lallane on Etching, Estes & L., 1880.
Night and Morning, Trask, Lane.

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 History of Washington Co., Pa., 1882.
 Genealogies: Blodgett, Bolles, 1865, Capron, 1859,
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Terra Australis Cognita, pub. in 1766.

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Adams' Defense of the Constitution, 1787.

Wisconsin Historical Society, Madison, Wis.

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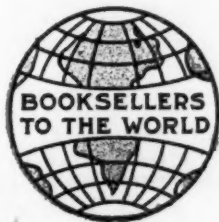
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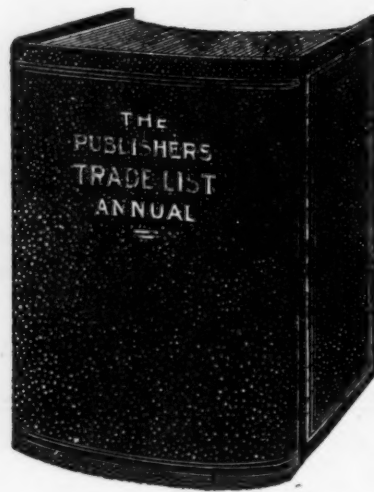
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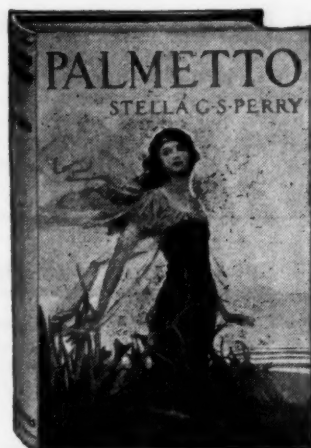


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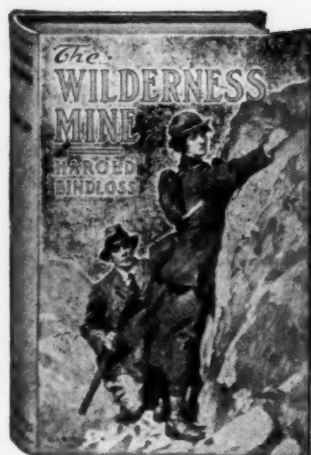
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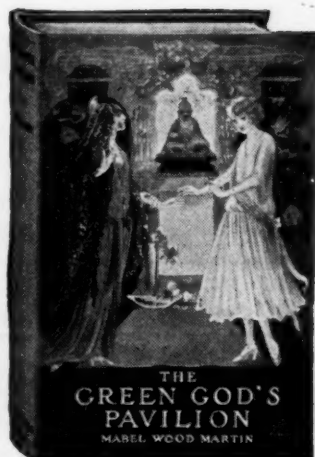
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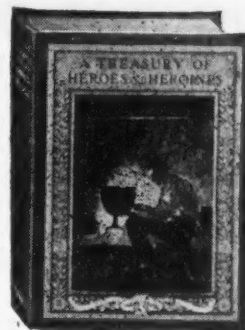
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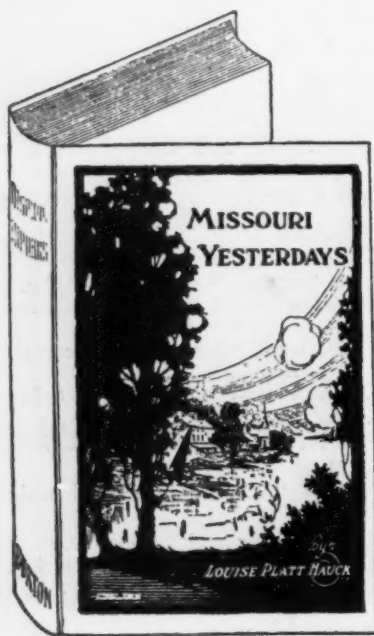


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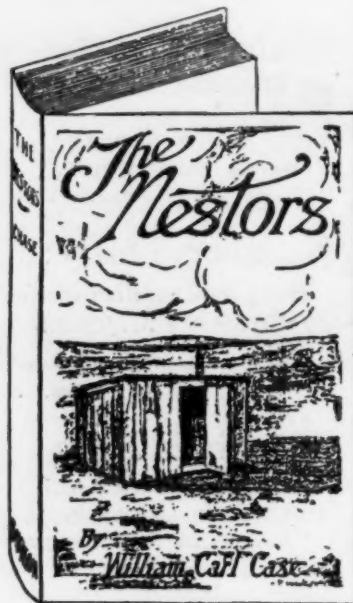
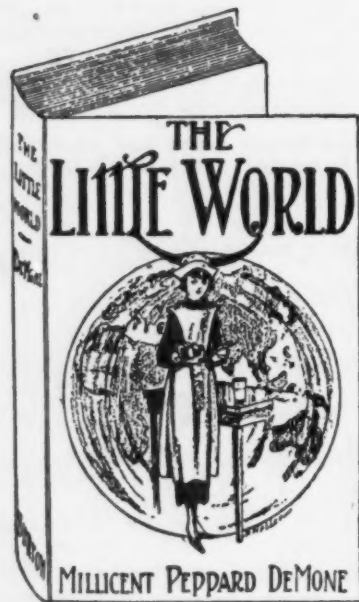


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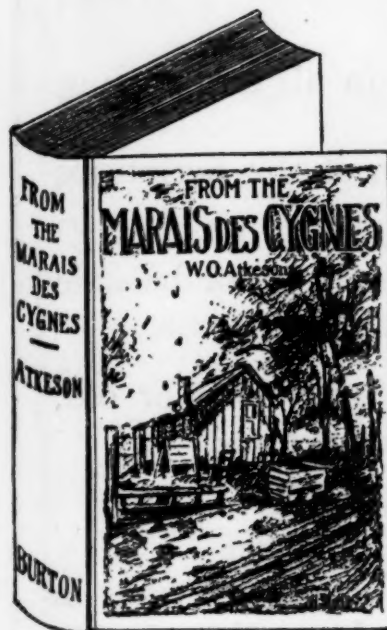
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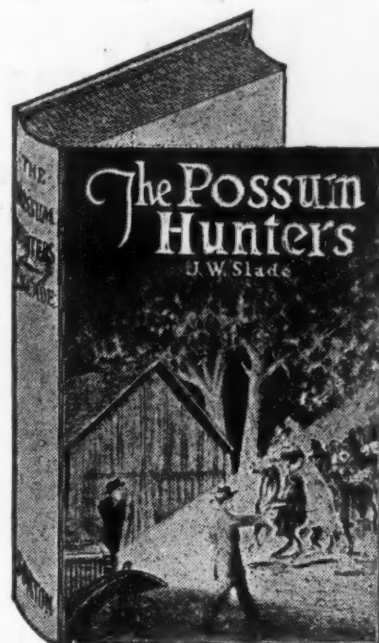
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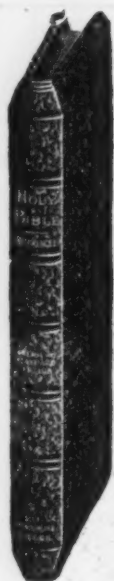
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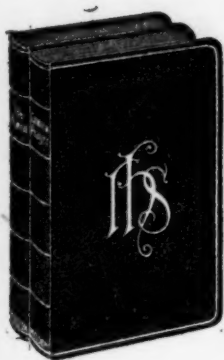
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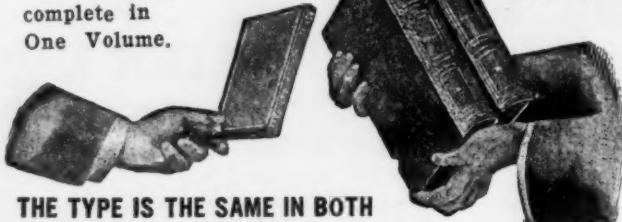
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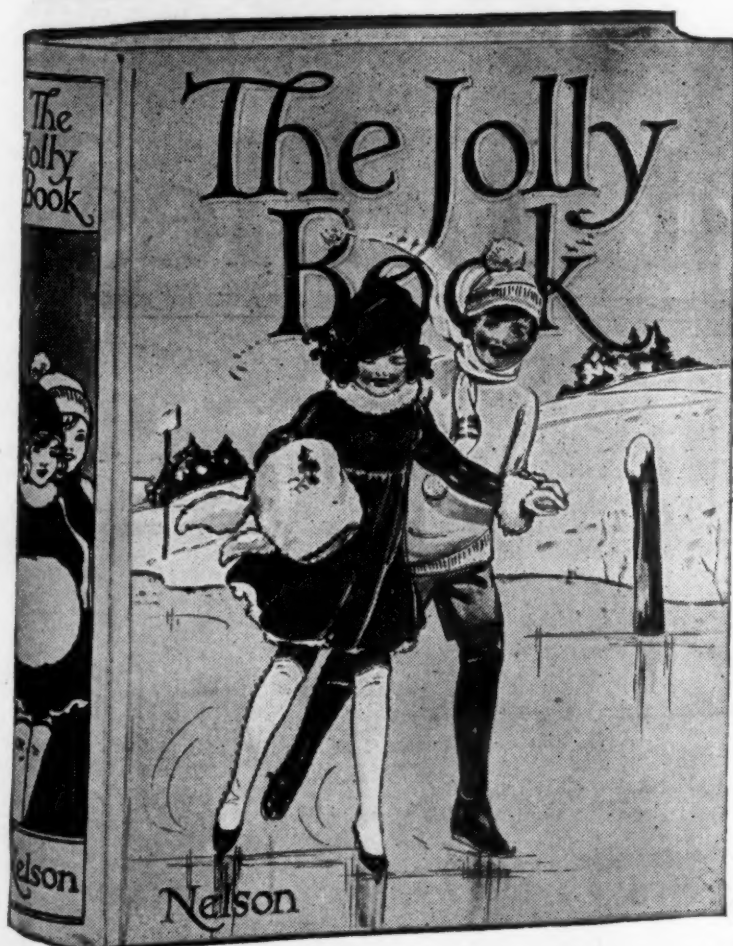
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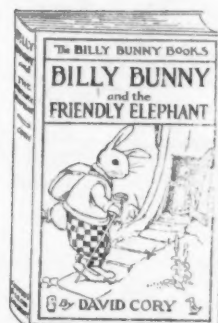
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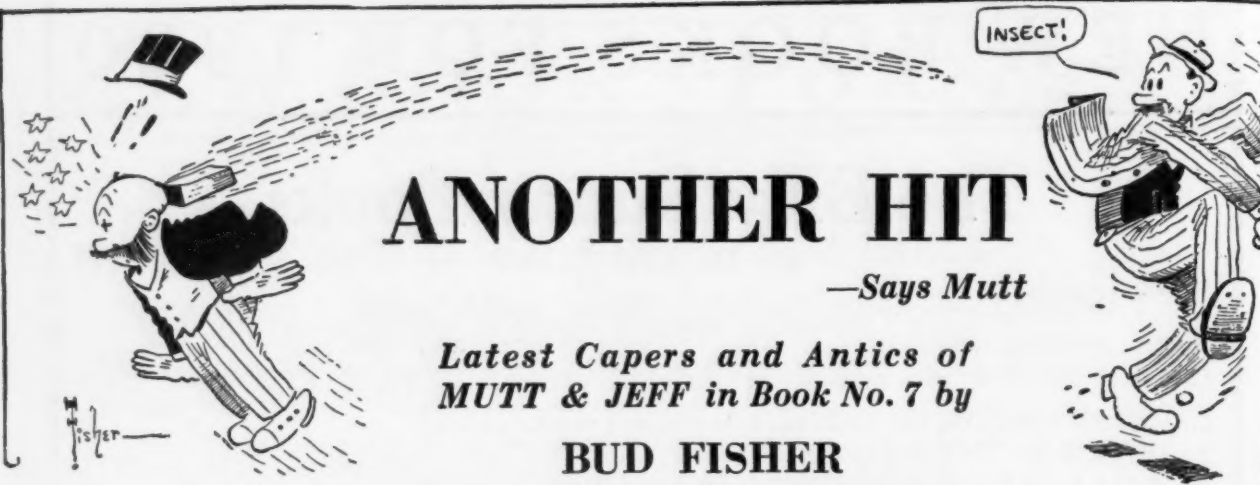
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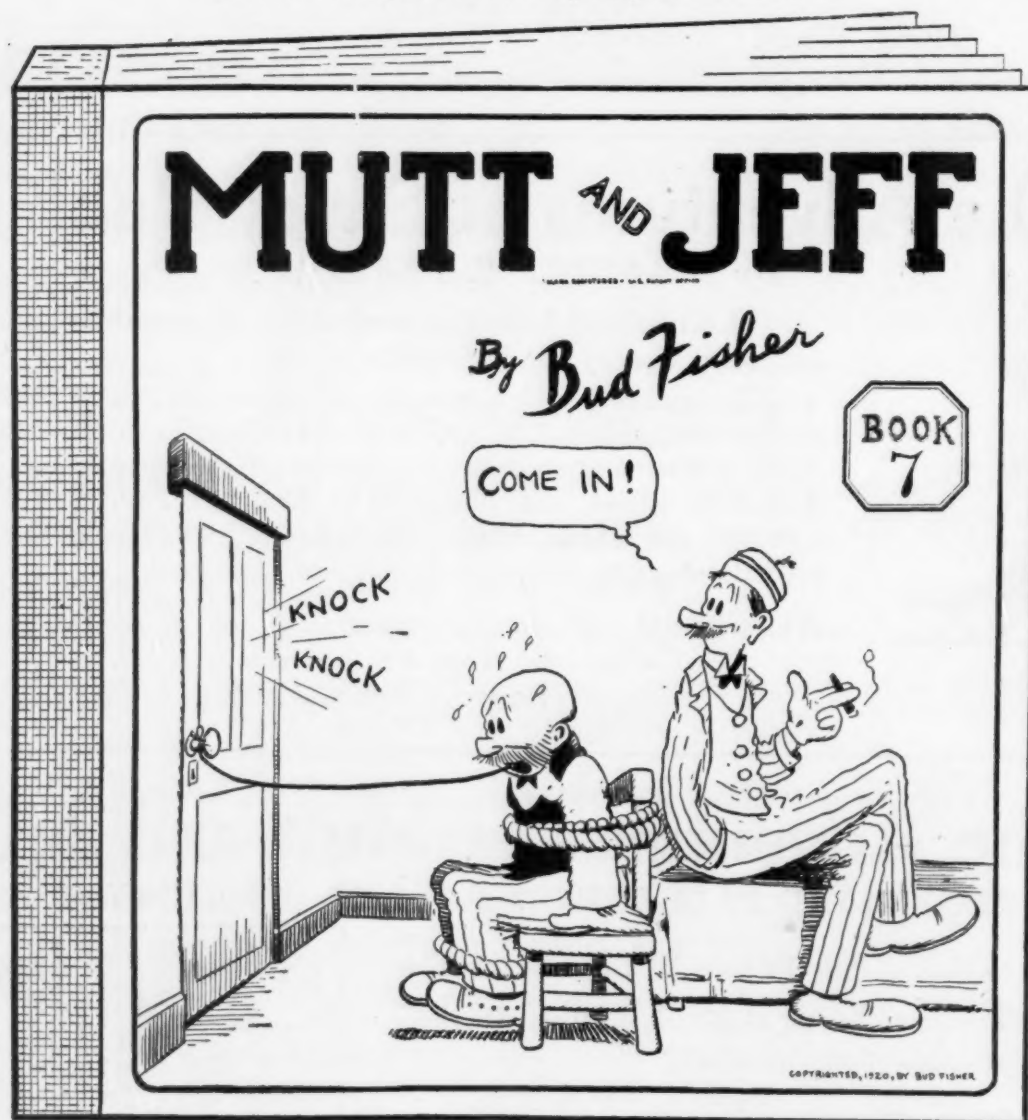
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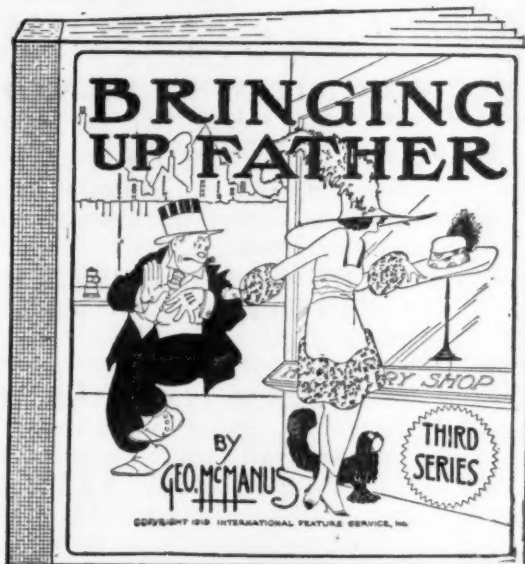
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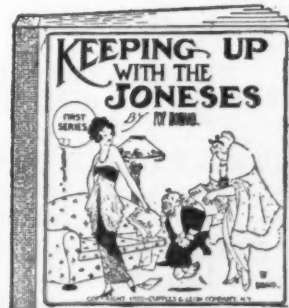


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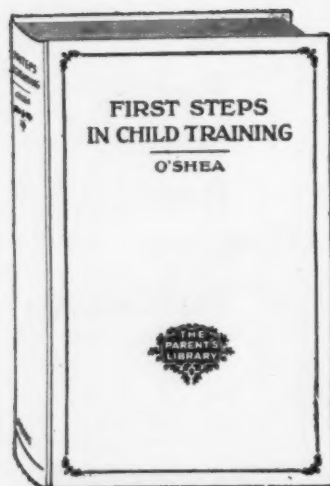
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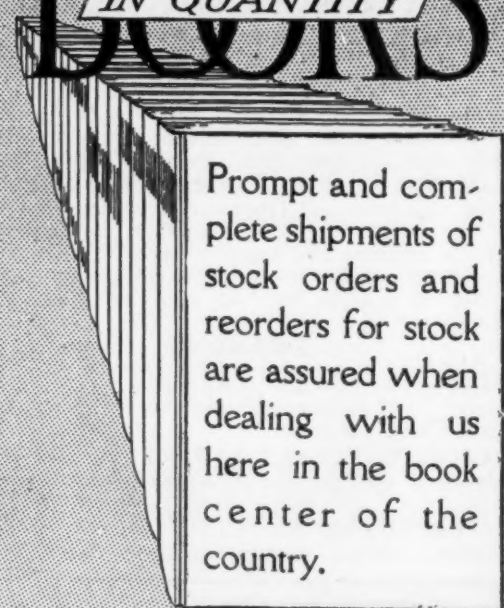
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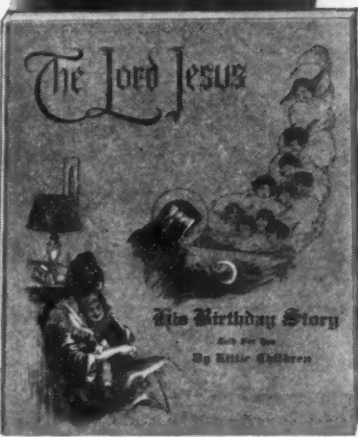
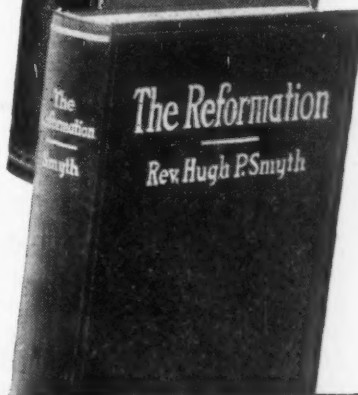
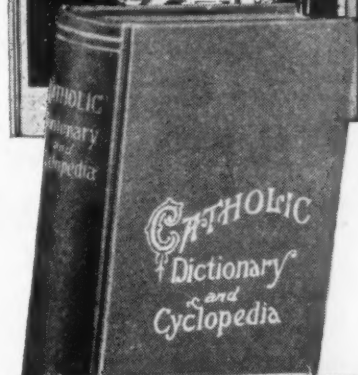
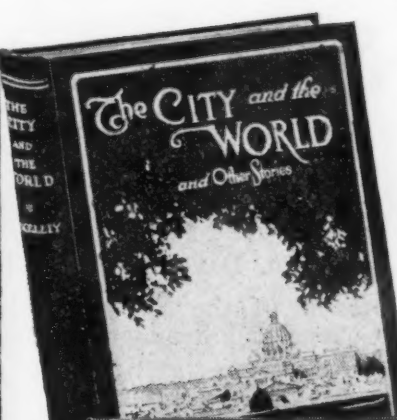
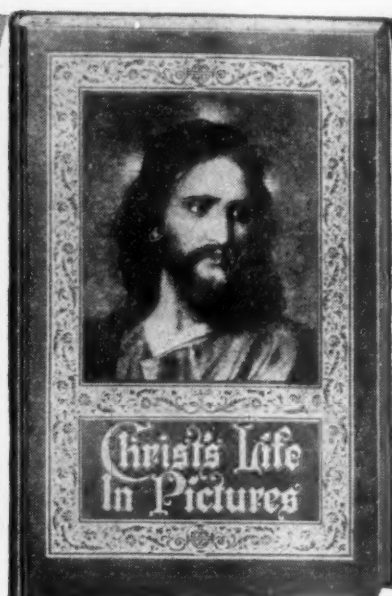
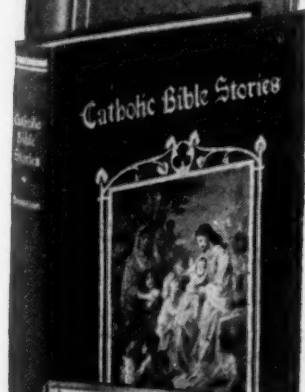
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